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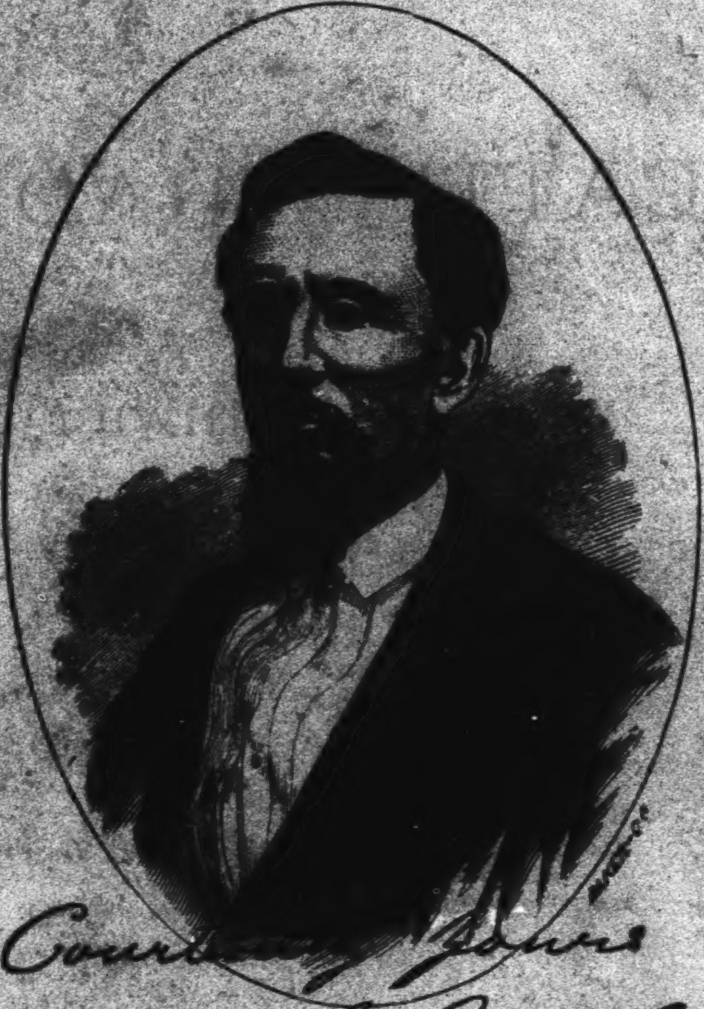

Courteously Yours

Jos. G. McCoy

HISTORIC SKETCHES

OF THE

CATTLE TRADE

OF THE

WEST AND SOUTHWEST.

By JOSEPH G. McCOY,

THE PIONEER WESTERN CATTLE SHIPPER.

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PREFACE.

The aim and purpose of the Author in publishing this work is to convey in simple, unpretentious language, practical and correct information upon the opening, development, and present status of the Live Stock Trade of the great New West; and to put into existence, he believes, the first and only work devoted exclusively to a plain exposition of the manner of growing and marketing common live stock, and the modes of preparation of the various articles of Product, made therefrom; with brief historic sketches of leading and characteristic men of the present day engaged in the business.

No claim or pretence whatever is made to literary merit, or even correct language and syntax. It has been the Author's lot in his brief life, to do, to act, and not to write. With a deep conviction that in the work a hundred errors and imperfections exist to each single merit, it is diffidently submitted to the reading, but not to the critic world

JOS. G. McCOY.

TO THE HALF-SCORE OF KIND-HEARTED GENTLEMEN, RESIDENTS OF KANSAS CITY, WHO GENEROUSLY SUSTAINED THE WRITER IN THE DARKEST HOUR AND HARDEST STRUGGLE OF HIS EXISTENCE, THIS BOOK IS GRATEFULLY INSCRIBED BY ITS

AUTHOR.

CHAPTER I.

THE HONORABLE ANTIQUITY OF THE LIVE STOCK BUSINESS—THE GRAZING REGIONS OF NORTH AMERICA—TEXAS—ITS NATURAL DIVISIONS—CATTLE RANCHING—HOW BEGUN—BRANDING—THE TENURE OF TITLE—HOW SOLD—ENERGETIC RANCHMEN SUCCEED BEST—"COW PONEYS"—"THE COW BOY"—HIS LIFE AND LABOR—TEXAS "THE WEST" FOR SOUTHERN YOUNG MEN—EXAMPLES OF WM. PERRYMAN—L. B. HARRIS—J. F. ELLISON—J. M. CHOATE.

Among the earliest vocations spoken of by the sacred historian is that of the producers of livestock, the herdsmen or, as would be styled, by western men, the ranchmen. The word rancho is a Spanish term meaning a farm and the "farm" may be used for any purpose; whatever that may be, the prefix will indicate. Thus it is common to hear of a corn ranch, a wheat ranch, a sheep ranch, a horse ranch, a cattle ranch. Sacred writ plainly tells us that Abel's offering being the product of his stock ranch was more acceptable to Deity than that of his agricultural brother, but it is painful to learn that the Granger Cain should get so choler and jealous of his brother as to let murderous thoughts take possession of him. Every bible reader (and what stock man don't read his bible) knows full well that the great wealth and possession of the Patriarchs consisted principally in live stock, and the inspired writer tells us that among other mentioned assets belonging to Deity, "the cattle upon a thousand hills" are his. Noah was an ancient, and extensive live stock shipper; but had the congressional legislation of the present day prescribing twenty-six hours, as the limit of time that a stock shipper shall keep his animals aboard, been in force then, Mr. Noah would certainly have been put in the lock-up, or in the basement of the Capitol with the contumacious witness; for he kept his first shipment aboard forty days without unloading it for rest or feed. However he must have done well, for history tells us that he straightway got on a spree, and went for the ladies in true cattleman's style. Nevertheless he seems to have become disgusted with the business of live stock shipping, and quit it entirely.

To the superior skill of ancient Jacob as a successful breeder of "speckled" cattle was he indebted for his great success in acquiring wealth; but the less said about the morals of that speckled cattle operation the better perhaps, for the reputation of Jacob. Nevertheless he seems to have enjoyed special favor, and frequent communications from Deity. Indeed it seemed Deity's special pleasure to make his will toward mankind known through the medium of live stock men, more than any other class. It was to a refugee herdsman attending his father-in-law's flocks that he appeared in the burning bush and held audible converse with that modest shepherd who was there told of the high duties and destinies that were upon him, nothing less than to deliver his people from the iron hand of bondage and lead them through great trials and tribulations unto the promised land that "flowed with milk and honey."

Great as was his difidence and humble as was the estimate he put upon his own abilities, believing himself too obscure and "slow of speech" to stand before Egypt's opulent King, yet with the unmistakable assurances given him of Divine support and assistance, he went forth in full confidence to the accomplishments of the greatest task ever imposed on mortal man, the faithful unfolding of the will and promises of God to his people, and the laying down in tablets of stone and imperishable parchment the foundation of all civilized just human jurisprudence. It is a remarkable fact that both Jacob and Moses had such special notice by Providence whilst in the service of their father-in-laws; in this day and generation it is supposed to be the "mother-in-laws," who make a double portion of Providence indispensable to family quietude.

It was a herdsman fresh from tending his father's flock that God chose to designate as being one after his own heart, and to inspire to write the richest strains of sacred poetry e'er chanted by earth's worshipping millions.

It was the herdsmen upon the hills of Judeah that first heard the angelic tidings of "Peace on earth and good will to man" and they alone had the honored guidance of a brilliant star specially deputed to guide them to where lay in the ox's manger the being "before whom every knee shall bend and every tongue confess." We deem it time idly spent to farther show, what all must acknowledge, that the vocation oi live stock is not only ancient, but of old as now, altogether honorable in the highest degree.

The live stock business, or the breeding, rearing, and marketing of cattle, hogs, and sheep, is a subject of peculiar interest to almost every man of all vocations of life. The western man is interested in it, for it is largely his business, his means of making money. The western merchant, tradesman, and mechanic are interested in it, for upon its pecuniary prosperity depend, in a large degree, his own. The eastern man is interested in it, for it is a part of his living, and with a part of the laboring classes of the east, its products namely, animal flesh, is one of their rare luxuries. The importer looks to the export of barreled pork and beef for the exchange to pay his debtor balance. The accountant at his desk, weary and careworn, deprived of his liberty, looks wistfully forward to the day when with ample means he can retire to some villa and enjoy himself in unrestrained freedom among a troupe of favorite domestic animals. In short, we believe the love of domestic animals is universal, and we believe that that love is elevating, when indulgence is guided by proper intelligence. At all events, those whom we most rewere in high stations of life, at present and in the past, were lovers of domestic animals.

As all trades have peculiarities which mark them in different sections, so the cattle trade of the west and southwest has traits distinctive and peculiar to itself, some of which we propose to note as we attempt a brief history of its early development, and our effort shall be more especially directed to what is familiarly known as the western and southwestern Cattle Trade, which is an interest, a commerce, that has not received the attention its magnitude and importance deserved.

The area of the American continent, situated east of the Rocky Mountains, that is especially adapted to the production of live stock, is very great, and embraces the western and larger halves of Texas, the Indian Territory, Kansas, Nebraska, Dakota, all of Wyoming, the eastern half of Colorado, and nearly all of New Mexico, aggregating many hundreds of thousands of square miles and many millions of acres. Each of the above mentioned Territories will receive special attention in its turn. Texas, being not only the largest but the first one settled, will receive first attention. The Gulf of Mexico and the Rio Grande River, from its southern and southwestern boundaries. The territory of New Mexico forms its western boundary; Red River is its northern line, and Louisiana bounds it on the east. Its area is over 237,000 square miles, or over 152,000,000 of acres, one hundred and fifty millions of which are devoted principally to the production of live stock. From its near geographical location to old Mexico, from whence a supply of live stock for ranching purposes was early obtained, and owing to its excellent climate, being almost destitute of winter weather and its unlimited grazing facilities, Texas first attracted settlers from Mexico, as well as from all parts of the New World. Texas was originally a part of the domain of Mexico, and from that country was at first sparsely stocked up with Spanish cattle, of similar blood and quality to those originally placed in Mexico by Cortes, the conqueror. But a brave and hardy class of white men soon came to the control of political affairs in Texas, and struck for freedom. So self reliant and daring a race of people, as then constituted the white population of Texas, could not be conquered nor fail to obtain any reasonable object for which they might unitedly make an effort to attain.

After many bloody struggles, victory perched upon the independent banner and the independence of Texas was acknowledged by the mother country. For a few years Texas was an independent republic, but believing that in union there is strength, she cast her lot with the United States, but retained the ownership of her public domain. So that an emigrant locating upon her public lands looks to the State government for a title instead of the United States, as is the case in other States and Territories. The admission of Texas into the Union was the cause of the Mexican war, the history and results of which are familiar to most readers. The State of Texas is watered and drained by the Rio Grande, Pecas, Colorado, Brazos, Trinity, and Red Rivers; the eastern portion is heavily timbered with immense forests of pitch or hard pine; the central portion of the State is more diversified with prairie and timber, and its soil and climate conspire to make it the very best agricultural country; the western portion of Texas, and by far the largest half, is as well adapted to stock raising as any portion of the globe, and like any other portion that is well adapted to that business, it is fit for little else than stock raising. For a distance of fully five hundred miles east of the Rocky Mountains the grasses are different in character and appearance to those found in the balance of the Mississippi Valley. It is a fine, soft, velvety species, seldom growing over three or four inches long, and has a mild, sky bluish, green color. It is familiarly known as Buffalo grass. It usually attains its full growth in the spring months, during the rainy season, and when the dry, heated months of summer approach it cures or dries up, but retains all the nutritious qualities originally possessed. In fact, many stock men regard it as superior feed, making more fat or tallow when it has attained its growth, and is cured by the sun's hot rays, than when it is in process of growing and is fresh and green. Western Texas is covered with species of grass nearly akin to the buffalo grass, one of which is called grammad grass; also, another variety is called mesquit grass. Both varieties cure up in summer and constitute excellent food for stock during the winter. It is too short of growth to make much of a fire. In fact, a person unaccustomed to it would be loath to think that there was so much as bare sustenance in it, much less good living and thick tallow. There are several varieties of mesquit grass, one of which is noted for its disposition to run over the ground, much like a minature watermelon vine. It is considered the best grass that grows in Texas. From sections of that State where the vining mesquit grass abounds comes the heaviest and fattest Texan cattle, and in the mesquit regions the cattle grow larger than in any other portion of Texas. In 1870, according to the census, Texas had three and one-half millions of cattle, three-fourths of a million of sheep, and one-half million of horses, the aggregate value of which would fall little short of thirty-five millions of dollars.

The largest live stock owners in the United States are residents of Texas. Several individuals, owning from twenty-five to seventy-five thousand head ot cattle each, with horses in proportion, are to be found in Southwestern Texas.

If it was true in the past political history of our country that there was "an irrepressible conflict" between the ideas and domestic institutions of the two sections of our nation, it is none the less true now that there is a similar "conflict" between those interests denominated or dubbed "short horn" and "long horn," or Texas cattle and Durham cattle. Both breeds, we believe, sprang from Europe—the first from Spain the latter from England. Neither, strictly speaking, is native nor do we know of any record of cattle of any description being found on this continent at its discovery. The Spanish cattle were introduced into Mexico by Cortez, the conqueror. Although he may have destroyed and despoiled a rich government and a happy people, and sown the seeds of despotism, discord and revolution by an unfit "amalgamation" of races, so that in that land of perpetual summer nothing human is permanent, yet he did confer a good and enduring benefit by the introduction of a stock of cattle pecularily adapted to that clime and people.

Before we go any farther in tracing the history of the southwestern cattle trade, let us look into the life of the producer, the owner, the ranchman, their manner of life and their labor—in short, how the cattle are raised. In Texas perhaps not one owner in ten lives upon his stock "ranch," but usually in some near post-office village; occasionally one is found living in a city. In choosing a location for a stock ranch a point centrally situated as to grazing lands and an abundance of living water is selected for headquarters of the ranch. Here is erected, usually of logs, a rude house and corrals, with capacity in proportion to the herd, with a small pound or chute for branding of large cattle, such, for instance as a drove of beeves, preparatory to starting them to market.

The slight brand put on the stock at that time is called a road brand, in contradistinction to the ranch brand, which is usually put on the animal when young.

We will suppose a man to be just commencing in the stock business; after having purchased enough land to give him a footing whereon to build the above houses and corrals with sufficient water and timber for his purposes, he then decides what his "ranch brand" and ear marks shall be, and whatever device or letter or figure he selects, he is careful to have it differ from all other brands and marks in that portion of the State. Then he goes before an officer of the county or district and places upon record his brand and ear marks, filing a copy thereof, also a statement of the number of cattle and horses he has at that time bearing that brand and marks, taking from the Recorder a certificate of his action, from thenceforward all stock found bearing that brand and ear marks are his, and by him can be taken possession of by summary process, wherever found in the State. The stock laws of Texas are very complete and provide ample penalties for violation. When a stock man sells his entire cattle or horses he gives the purchaser articles of writing which are proper subjects of record, conveying all right and title to all stock bearing the brands and ear marks therein described. The conveyance is as absolute and complete as is a deed to a piece of land in the Northern States, and as has been said, like deeds should be recorded. The ownership of a stock of cattle in Texas is determined in a legal contest by the records just as we determine the ownership of a piece of land. When a stock is purchased it is usual, if it be not very large, that each animal is counterbranded; i. e., the first brand burned out and the purchaser's brand burned on instead. The purchaser has the right to continue the same brand if he so chooses, not only upon those he buys but upon their increase, for he not only by his purchase becomes the owner of the stock but of the brand also, and has all the rights thereunto pertaining of the original owner. It is customary to brand the increase whilst quite young, which is often done by the men from the various ranches of the neighborhood working in concert, driving to some one of the corrals all the stock in a given district, and when they are safely enclosed proceed to catch the calves or colts with the lasso and draw them outside the corral; where is provided a fire for heating the branding irons, which are quickly put on, after the proper cutting of the ears.

The ownership of the young animal is determined by the brand of its mother. When this process is completed the little frightened animal is let run free, and human hand is not placed upon it again for years, perhaps not until it is full grown and sold to go to market, when it is necessary to road brand it. After all has been done by co-operation that can be advantageously, the cow boys, as the common laborers are termed, go in squads of four or five, scouting over the entire range, camping wherever night overtakes them, catching with the lasso upon the prairie every young animal found whose mother bears their employer's brand. It is lega and a universal practice to capture any unmarked and unbranded animal upon the range and mark and brand the same in their employer's brand, no matter to whom the animal may really belong, so be it is over one year old and is unbranded.

It is easy to see that any energetic, enterprising ranchman can greatly increase the number of his stock by this means; in fact, to this opportunity is the rapid increase of many stockmen's herds owing. Unbranded animals over a year old are, in ranchmen's parlance, called "Mauvrics," which name they got from a certain old Frenchman of that name, who began stock raising with a very few head, and in a very brief space of time had a remarkably large herd of cattle. It was found that he actually branded fifty annually for each cow he owned. Of course he captured the unbranded yearlings. To supply a ranch, whereon a stock of ten thousand head of cattle are kept, with the necessary saddle-horses, a stock of at least one hundred and fifty brood mares should be kept. The geldings only are used for the saddle. This class of horses are small, hardy animals, bordering on the pony closely, and are of Spanish origin. Their food is grass exclusively, and many of them are as utterly unfamiliar with the use of grain as they are of Latin, and will often, when kept in the north, starve to death before they will eat grain. Almost everyone has to be taught to eat corn or oats by placing a quantity in a small muzzle-shaped sack and fastening it over the animal's nose. If any one imagines that the life of a ranchman or cow-boy is one of ease and luxury, or his diet a feast of fat things, a brief trial will dispel the illusion, as is mist by the sunshine. True his life is one of more or less excitement and adventure, and much of it is spent in the saddle, yet it is a hard life and his daily fare will never give you the gout.

Corn bread, mast-fed bacon and coffee constitute nine-tenths of their diet; occasionally they have fresh beef and less often they have vegetables of any description. They do their own cooking in the rudest and fewest possible vessels, often not having a single plate or knife and fork other than their pocket knife, but gather around the camp kettle in true Indian style, and with a piece of bread in one hand proceed to fish up a piece of "sow belly" and dine sumptuously, not forgetting to stow away one or more quarts of the strongest coffee imaginable, without sugar or cream, indeed you would hesitate, if judging it from appearance, whether to call it coffee or ink. Of all the vegetables onions and potatoes are the most desired and the oftenest used, when anything more than the "old regulation" is had. Instead of an oven, fire place or cooking stove a rude hole is dug in the ground and the fire made therein, and the coffee-pot, the camp kettle and the skillet are the only culinary articles used. The life of the cow boy is one of considerable daily danger and excitement. It is hard and full of exposure, but is wild and free, and the young man who has long been a cow boy has but little taste for any other occupation. He lives hard, works hard, has but few comforts and fewer necessities. He has but little, if any, taste for reading. He enjoys a coarse practical joke or a smutty story; loves danger but abhors labor of the common kind; never tires riding, never wants to walk, no matter how short the distance he desires to go. He would rather fight with pistols than pray; loves tobacco, liquor and women better than any other trinity. His life borders nearly upon that of an Indian. If he reads anything, it is in most cases a blood and thunder story of the sensation style. He enjoys his pipe, and relishes a practical joke on his comrades, or a corrupt tale, wherein abounds much vulgarity and animal propensity. His clothes are coarse and substantial, few in number and often of the gaudy pattern. The "sombrero" hat and large spurs are inevitable accompaniments. Every house has the appearance of a lack of convenience and comfort, but the most rude and primitive modes of life seem to be satisfactory to the cow boy. His wages range from fifteen to twenty dollars per month in specie. Mexicans can be employed for about twelve dollars per month. The cow boy has few wants and fewer necessities, the principle one being a full supply of tobacco. The desire for anything to read is very limited.

We will here say for the benefit of our northern readers that the term "ranch" is used in the Southwest instead of "farm," the ordinary laborer is turned a "cow-boy," the horse used a "cow-horse," and the herd of horses a "cavvie yard."

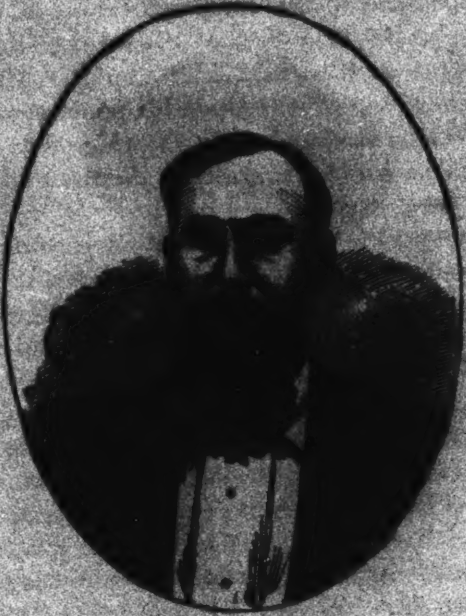
The fame of Texas as a stock growing country went abroad in the land, and soon after her admission to the Union, unto her was turned the eyes of many young men born and reared in the older southern States, who being poor in this world's goods but were ambitious to make for themselves a home and a fortune. Many of this class went to Texas, then a new and comparatively thinly settled country, and began in humblest manner, perhaps for nominal wages, to lay the foundation of future wealth and success. Time and space will not suffice for us to mention all who are worthy examples of what young men of energy and enterprise have accomplished in Texas, but we will present one as a worthy and fair example of a large class: Mr. Wm. Peryman, now a ranchman and drover, of Frio county, Texas, began business life by caring for his father's stock of cattle, which was not large, for one-third of the increase. In a few years he was able to buy out his father's stock and then sat out exclusively for himself. He has now been ranching for seventeen years and has acquired a fortune of princely magnitude. His ranches aggregate fully twenty-five thousand acres of land, all under fence, of which he cultivates but few acres, only sufficient for the necessities of his own house and one or two fancy saddle horses kept for his own private use. The balance of his lands are devoted to grazing. His stock of

WM. PERRYMAN'S RANCHE.

cattle numbers twenty-five thousand head, and the annual increase varys from four to five thousand. Mr. Peryman keeps a stock of one thousand horses and annually brands about three hundred colts. Upon his premises may also be found from five to six hundred hogs which live and fatten upon the nuts found in abundance in the timber belts which skirt almost every stream.

Mr. Peryman has declined seventy-five thousand dollars specie for his stock of cattle, and his horses are worth perhaps fully twenty thousand dollars. His ranch would be cheap at fifty thousand dollars. Near one hundred and fifty thousand dollars is found to be the net results of seventeen years ranching under the management of Mr. Peryman.

For the first five years after the close of the civil war New Orleans and old Mexico afforded market for a limited number of cattle, and to those points Peryman was a constant drover, but finding that the plains of Western Kansas afforded a field for much larger operations he has of late years turned his droves northward, and for four years has driven annually from three to five thousand head of beeves, yet he is particular to keep his stock on the ranche intact and fully cared for in his absence. His principal ranche is on the San Magil, a lively stock stream affording plenty of water, and abounding with sufficient timber for ranche purposes. The timber affords an abundance of mast for his hogs, a part of which are always fat and ready for the knife. Mr. Wm, Peryman is an Alabamian by birth, but has spent most of his youth in the State of his adoption. He is a finely proportioned, muscular fellow, fond of his friends, courteous, kind hearted, and chivalrous, a fine type of a southern gentleman. If in his power, he will make you happy; is warm and impulsive in temperament, shrewd in business transactions; in his leisure moments jovial and convivial. His extensive business is conducted with Mexican help exclusively, and although often one hundred men may be seen employed on his ranche, not a single female can be seen to grace the premises with



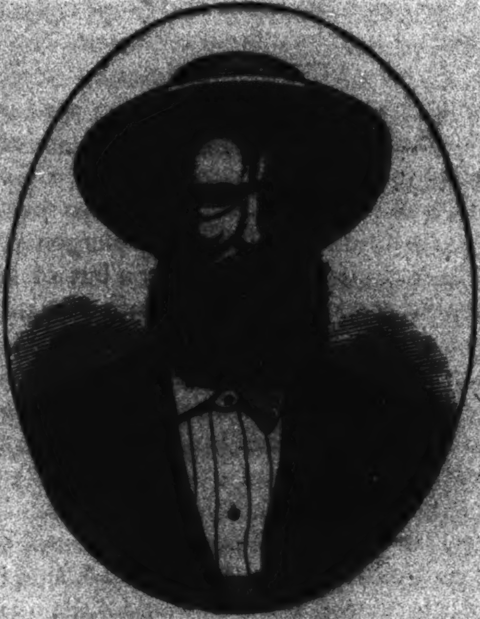
WM. PERYMAN.

her presence, for although young, Peryman is what the ladies term an "Old Bach."

There are many men now in Texas engaged in ranching who went to the State before it was detached from Mexico, and when the struggle for independence began entered heartily into the war, for liberty and freedom.

Perhaps history gives account of no more hardy, self-reliant, daring, and brave soldiers than were marshaled under the Lone Star banner in the bloody war for the independence of Texas.

L. B. Harris, of San Antonio, has been a resident of Texas for forty years, coming from Georgia at the age of six years. At an early age he was thrown upon his own resources, which were nothing more than a clear head, a stout, fearless heart, an abundance of energy, and a pair of hands not



L. B. HARRIS.

afraid of work. There are few points, indeed, few hills or hollows in Texas or old Mexico, that he has not roamed over.

If there are privations and hardships that he is not familiar with, they are few. When but a boy his hard experience learned him full well the intrinsic value of a dollar, and today Texas has few more shrewd and successful ranchmen and drovers than Mr. Harris. Beginning life, as we have said, penniless, it was just to his hand to take part in the Mexican war, and was among the first to take up and the last to lay down arms in that struggle, which grew out of, if not caused by, the admission of his State into the Federal Union. At the close of the Mexican war Mr. Harris turned his attention to civil pursuits and began ranching with only one hundred and fifty head of cattle and a few horses, which business he has continued for seventeen successive years, and we need not add with a reasonable degree of success. His ranches (two in number) contain about thirty-four hundred acres of land. As he has been for the last five years driving north to market annually about five thousand head of cattle, mostly of his own raising, his stock has become reduced to about two thousand head of cattle, but he still maintains a stock of twelve hundred horses. The surplus horses are sold at home to stock men and drovers. Mr. Harris has lived an active, out-door life, always ready for any emergency, and never afraid to help himself or his neighbors, but of late years he has concluded to reduce his business into a smaller compass, that he may enjoy the comforts of his beautiful home and interesting family in San Antonio, Texas. There are few markets for Texan cattle that he has not been in with his own stock. But in 1867 he turned from the limited and uncertain demand in New Orleans and old Mexico to the larger and more reliable market found in Western Kansas.

Whoever becomes intimately acquainted with L. B. Harris will recognize in him a kind-hearted, true man, whose every impulse is honest, and who would disdain to do a mean act or oppress a man when in his power to do so. Quick, wiry, shrewd, always ahead of his appointments, and never tardy; does his own thinking and acts on his own judgment, and seldom fails to do better than those who make far greater pretensions. It is said that he made the largest single sale of cattle during the year of 1873, which was to one firm, of seven thousand head for the snug sum of $210,000.

But we will close this chapter and pass to the history of the cattle trade of the West by presenting sketches of one or more Texan ranchmen, such as are not only producers and drovers, but farmers also.

James F. Ellison, of San Marcos, Texas, left his native Alabama home at the age of twenty-one, and turned his face toward the Lone Star State to make for himself a home and fortune. No sooner did he land in the State of his adoption, than he engaged in marketing stock. For nearly twenty years he was a constant drover to Orleans and Mexico, but finding Western Kansas afforded a more inviting market, the last five years has found him making an annual drive of from four to twelve thousand head thereto.

Mr. Ellison is a solid, substantial man, one who thinks for himself and looks upon life as a great solid reality. But little given to frivolity, is sober, honest, upright, and true-hearted; is shrewd and energetic in business, and always manages to sell out in good time and at fair prices. Is public spirited, and wide-awake, full of resources and withal a genuine good cattle man, and belongs to that type of men of which any country may be proud.

J. M. CHOATE.

But perhaps no more appropriate personal sketch of a genuine Texan ranchman could be presented than that of J. M. Choate, a Tennesseean by birth, but a Texan of twenty-eight years residence, is perhaps as true a specimen, both in appearance and manner of life, of the patriarchial ranchman and drover combined, as could be presented. His broad, high forehead, open frank countenance, full grown, untrimmed and unshaven beard, mark him as a genuine frontiersman, one accustomed to untold privations and hardships; yet one to whom no phase of frontier life has either terror or trials that he would fear to face or shrink from enduring. He is a close observer of transpiring events, an unerring reader of human countenances and character. A man whose sincere aim is to do right with his fellow man, one who suffers in heart when the people of his State are outraged or are made to endure unjust impositions. Although upon the shady side of life yet he is well preserved; hale and robust and as fond of fun and jollity, a good joke or a laughable story, as are those many years his juniors. Such are briefly the characteristics of J. M. Choate, of Helena, Texas, who has spent the entire time that he has lived in Texas upon a farm and stock ranch. Since the war he has devoted his time and energies to the live stock business. He was a drover of '66, and one of those who wended their way into Iowa with their herds, but he did not admire northern driving, regarding it as too precarious—too uncertain, not to say dangerous to life and limb. So in '67 and '68, he turned his herds toward New Orleans; but the following year a better report of the prospect north reached him, and hither he has annually driven from one to eight thousand head of cattle, and generally sold them upon the prairie in preference to shipping. There he feels at home and knows just what he is doing.

Mr. Choate owns a ranch of about fifteen hundred acres, upon which, and adjoining outlying Government lands, he keeps about three thousand cattle and five hundred horses. To his live stock interest he looks for his money, and when he can sell at home for satisfactory prices prefers to do so, but when the home buyer fails to come he does not hesitate to outfit one or more herds and drive them on his own account.

CHAPTER II.

THE SITUATION IN TEXAS BEFORE AND DURING THE WAR—THE ATTEMPT TO DRIVE CATTLE NORTH IN 1866—RECEPTION OF THE DROVERS IN SOUTHEAST KANSAS AND SOUTHWEST MISSOURI—EXPERIENCE AND SKETCH OF J. M. DOUGHERTY—ALSO OF R. D. HUNTER—THE OUTLOOK AT THE CLOSE OF 1866—THE RESULTS OF THE YEAR.

For a quarter of a century or more the herds of Texas continued to increase much faster than the mature surplus was marketed. In fact, no market accessible existed sufficient to consume this surplus, so the excess grew greater and greater each year, and of course the stock less valuable in proportion as it became plentiful. Orleans and Mobile were the only cities of size, outside of the State, that consumed any considerable portion of Texan cattle, and those markets were controlled, in fact practically monopolised by the Morgan line of steamers, plying between the coast of Texas and those cities. To any one outside of the ship company an enormous rate of freight was exacted, practically debarring the ordinary shipper.

But few attempts were ever made before the war to drive cattle north, although it was done, but not largely or very successfully. The outbreak of the civil war was a disaster great, and almost fatal, to the stock interests of Texas, for as soon as the Mississippi River was occupied and patrolled by the gun boats of the Union forces and Orleans captured, then Texas was, so far as a market for her live stock, completely walled out. She could not drive North if she would; she would not if she could. A few droves were marketed by surreptitiously swimming the Mississippi River below Vicksburg, and thence were hurried east to the Confederate armies, but the vigilance of the Union gunboats rendered this an extra hazardous business, and but a small amount of it was done. Then dawned a time in Texas that a man's poverty was estimated by the number of cattle he possessed.

Many ranchmen entirely neglected their stock, for they were regarded as not worth caring for. Stocks of cattle were, in certain sections, offered at prices ranging from one to two dollars per head, and that often without finding a purchaser. The effect of the war on the cattle interest and supply in the North was the very reverse of what it was in Texas, for at its close the bullock—a select, matured animal, worth five or six dollars in Texas—was worth in the Northern markets more than ten times that amount. This vast difference constituted a wide and tempting field to the cattle speculator—a field that he was not slow to attempt to occupy. During the winter and spring of 1865 and 1866 large herds of beeves were gathered in Texas preparatory to driving North the following summer. To give an idea of the value of cattle in Texas at this time, we will here state that an intimate friend, then in the trade, went to a herd of 3,500 head of beeves and purchased 600 head of his choice at $6 per head; then for the next 600 head, his choice, he paid $3 per head; making his purchase of 1,200 head cost on an average $4.50 per head, or something near forty cents per hundred pounds gross weight. At that price beef could hardly be called an expensive luxury, or its production a very profitable business.

We have heard the number of cattle that had crossed Red river during 1866 put down as high as 260,000 head. We believe these figures approximate the number, if not exactly correct. We can readily believe that the bright visions of great profits and sudden wealth that had shimmered before the imagination of the drover, leading him on as the subtle mirage of the desert does the famishing traveler—nerving him to greater hardships, and buoying him up in many a wild, stormy night, whilst he kept silent vigil over his herd—were shocked, if not blasted, by the unexpected reception given him in Southern Kansas and Missouri by a determined, organized, armed mob, more lawless, insolent and imperious than a band of wild savages.

Under the pretext of a fear of disease being disseminated among the so-called native cattle, all manner of outrage, robbery and murder were perpetrated. As is always the case, the men who were most likely to loose the least were the most forward in demonstrations of lawlessness; in short, the principal actors were outlaws and thieves, glad of an excuse to pillage, kill and steal.

The practice was to go in force and armed to the teeth, surround the drover, insult him by words such as a cowardly bully only knows how to use; spit in his face, snatch handfuls of beard out of the drover's face, tie him to a tree and whip him with anything they could lay their hands on, tie a rope around his neck and choke him. In short, provoke him to a demonstration of resistance or self-defense, then kill him and straightway proceed to appropriate his herd. It was idle to talk about the protection of law, such a thing was utterly impossible. Any one who is familiar with the quick, hot, impetuous temper of the Southern drover will readily admit that he would brook but little of such treatment before he would shoot at his assailants. Many of them paid the forfeit of their lives, often, however, getting in effective work before they were killed. Others took the unencumbered leisure of their return to balance accounts and avenge the wrongs of themselves or their friends, and often right thoroughly and to their full satisfaction did they do it. Southern Kansas and Missouri were the fields to which every rascal in either State annually rallied to cheat and swindle, by bogus checks, worthless notes or any other villainous device, the Southern drover out of his herds. In short, the tactics were to stop the drover by mob violence, then rob or swindle him out of his stock. Could the prairies of Southeast Kansas and Southwest Missouri talk, they could tell many a thrilling, blood curdling story of carnage, wrong, outrage, robbery and revenge, not excelled in the history of any banditta, or the annals of the most bloody savages.

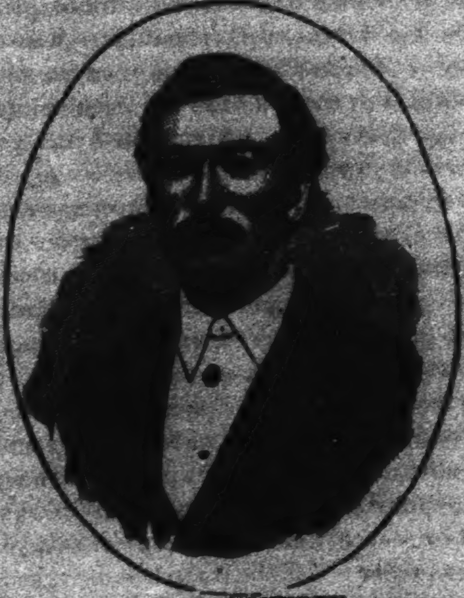
If the mob could not frighten the drover until he would abandon his stock, or if they failed to obtain a pretext for killing him outright, resort was had to stampeding the cattle. This was easily done by availing themselves of the cover of night, and creeping stealthily until close to the herd, then suddenly rising up and flourishing a buffalo robe or blanket. Of course such sudden and unexpected demonstrations would frighten the cattle and cause them to dash of at full speed, pell mell, in the darkness. Before running far the herd would be broken up into squads, and the farther they ran the greater the fright, often rushing over rocks, cliffs, or high banks. The entire herd would be greatly injured and many of the cattle utterly ruined; some with limbs broken, others with horns broken off, and often weeks were required to re-gather them. Of course, many could never be found, for, whilst the drover with all his available help was engaged in re-gathering the cattle, the members of the mob would be just as busy secreting all they could find, and knowing the country better than the drover, the mob usually got the lion's share. When the drover was exhausted, his horses worn out with hard service, and his case began to be deplorable, some member of the mob would come into the camp and offer to hunt up the lost cattle for a snug price, perhaps five dollars per head. So soon as a bargain was struck the outlaw would mount his horse and in less than a day would return with many if not all the lost cattle. It would not require a Solomon to know that the cattle had been secreted in some out of the way nook, and carefully guarded until such time as it would be profitable for the thieves to return them to their owner, or send them off to be sold for their own account. The drover had no alternative; he must submit to be blackmailed or lose his cattle entirely. There was little use in thinking about law or justice, much less enforcing the one or expecting the other. There are few occupations in life wherein a man will hold by so brittle a thread a large fortune as droving. In fact, the drover is nearly as helpless as a child, for but a single misstep or wrong move and he may lose his entire herd, representing and constituting all his earthly possessions. None understood this fact better than the mobs of outlaws that annually infested the cattle trail leading from Texas to Sedalia, Mo. If the drover had ready money, and could obtain an interview with the leader of the mob, it was not difficult to secure safe transit for his herd, but it was always expensive, and few drovers were disposed to buy a recognition of their legal rights; many of them had not the money, for they had invested all their available cash in cattle before leaving Texas. Be it said to the credit of the law-abiding citizens of Southeastern Kansas and Southwestern Missouri that they neither aided nor abetted the mobs in their thieving and murdering schemes. The fear of Spanish fever was made the pretext for committing the grossest outrages, just as the late civil war was a convenient pretext for lawless plundering, outraging, and murdering of civil, quiet citizens. Of the quarter of a million cattle that came up from Texas in 1866 but few found their way to a profitable market, for they were held back until the weather had become very cold and the grass long since dead and unnutritious, the cattle poor in flesh and weak from poverty and hard usage, and were finally put upon the market unfit for any purpose. Of course they brought a small price per pound and weighed but little, netting the drover often less than first cost in Texas. In fact, many cases could be cited where the drover did not realise more than enough to pay freight and other expenses; whereas, had they been permitted to drive the stock direct to Sedalia, Missouri, and there shipped over the Missouri Pacific Railroad to St. Louis, thence to other markets, fortunes would have been made instead of lost. That the reader may have a correct idea of what the southern drover endured, we present a brief sketch of the treatment one or two of the drovers of 1866 received in Southwestern Missouri.

James M. Dougherty, a young enterprising drover, then of less than twenty years of age, crossed Red river near Rock Bluffs with a fine herd of cattle numbering over one thousand head, determined to place them upon the St. Louis market. Soon after entering the Indian Nation he found in order to avoid paying an arbitrary tax to the Cherokee Indians, he was compelled to turn his course more eastward, and enter the State of Arkansas near Ft. Smith. Then driving in a northern direction a short distance, he was compelled to turn Northwest on account of the rough, rocky, barren character of the country. Soon after, entering the State of Missouri, he was aroused from the pleasant revery of beautiful prospects and snug fortune easily won, by the appearance of a yelling, armed, organized mob, which ordered him to halt. Never in his limited experience had he seen such bipeds as constituted that band of self-appointed guardian angels. Dressed in coarsest home-spun pantaloons and hunting shirts, with under shirts spun of coarsest tow, a pair of rude home made cow-hide shoes, upon whose construction the broad ax and jack-plane had figured largely. All surmounted with a coon-skin cap of great antiquity and unmistakably home manufacture. To this add a score of visages closely resembling the orang outang, bearing evidence of the lowest order of humanity, with but one overpowering passion—a love for unrectified whisky of the deadliest brand. Young Dougherty was told that "them thar steers could n't go an inch fudder. No sare." Dougherty quietly began to reason with them, but it was like preaching morality to an alligator. No sooner did they discover that the drover was a young man and probably little experienced in life, than they immediately surrounded him, and whilst a part of the mob attacked his comrade and shamefully maltreated him, a half dozen course brutes dragged the drover from his saddle, disarmed him, tied him fast to a tree with his own picket rope,

MOBBING DOUGHERTY IN SOUTHWEST MISSOURI.

then proceeded to whip him with hickory withes in the most brutal manner.

Whilst these outrages were being perpetrated upon the drover and his comrade, a pre-appointed Missourian dashed into the herd of cattle at full speed, flourishing at arm's end a striped blanket, all the while screeching and yelling as only a semi-civilized being can. Of course this had the intended effect. The cattle took great fright at the, to them, unusual demonstrations, and with a whirl and a snort were off at full speed, rushing wildly over everything before them. Fortunately for the drover, one or two faithful cow boys were in the rear of the herd and quickly divining the trouble and real situation, dashed ahead of the stampeded herd and led it down a long hollow and around a rough high hill, which was thickly covered with timber, into a smooth open valley of prairie, and there adroitly circled the leaders around, and kept them curving until the entire herd was running on a small circle which was gradually contracted until they were rushing round and round in as small a space of ground as it was possible for that number of cattle to occupy. In a few minutes the cattle became quiet, and the cow boys turned their heads to the west and hurried them on for a distance of five miles, leaving Dougherty and his comrade to the tender mercies of the "gentle lamb-like mob." In the mean time, after each one of the Missourians had sated his brutal instincts by whipping their bound victim, they demanded of Dougherty that he would mount his horse and leave the country instantly, not stopping to inquire or look after his herd; but hasten away. His comrade had torn himself loose from his persecutors and putting spurs to his mustang cow pony was soon out of sight in the adjoining woods, where thick undergrowth and foliage afforded early seclusion. Dougherty staggered to where his faithful pony stood, and drawing his lacerated, bleeding body into his saddle, said to his assailants that they outnumbered him and were armed; whilst he was alone and disarmed, and that under these circumstances he would be compelled to do as they directed. But there gleamed in the drovers dark liquid eye a determination to balance accounts with as many of that mob as the future might afford opportunity. Turning his horse's head at right angles from the direction in which his herd had retreated, the drover slowly rode away feeling much more dead than alive. After riding a mile or more, his comrade halloed to him from a cluster of underbrush, not far distant, and then rode out to meet him. Both were glad that they were not killed outright. After wandering slyly about for a few hours, they found the trail of the herd, and gladly discovered it was headed westward, and that it was traveling at a quiet gait instead of running. Putting spurs to their ponies they dashed ahead on the trail as fast as their steeds could carry them. A few hours after night-fall they beheld a small camp fire and approached cautiously until they were sure they were making no mistake. Once in camp the drover soon had his bruised and lacerated body washed and dressed, as well as could be under the circumstances. Before the earliest note of the vigil chanticleer the herd was again put upon the move, headed for the northeast corner of the Indian Territory near Baxter Springs, where it arrived without event of particular note. After Dougherty had halted on the prairies near Baxter Springs, for a few weeks, and had fully recovered from the severe trouncing he had received in Missouri, he started out with a few hundred head of cattle late one evening, and during the night run the blockade, and after lying in a secluded spot during the day, made good his way to Ft. Scott, Kansas, where he disposed of his cattle without trouble, and secured a buyer who returned to Baxter with him and purchased the balance of his herd. Having made a satisfactory profit he returned to Texas, and made necessary business arrangements in order to embark in the business of driving as a permanent occupation, which business he has steadily followed ever since, driving from one thousand to four thousand head of cattle to Western Kansas market annually. Although now but a



J. M. DOUGHERTY.

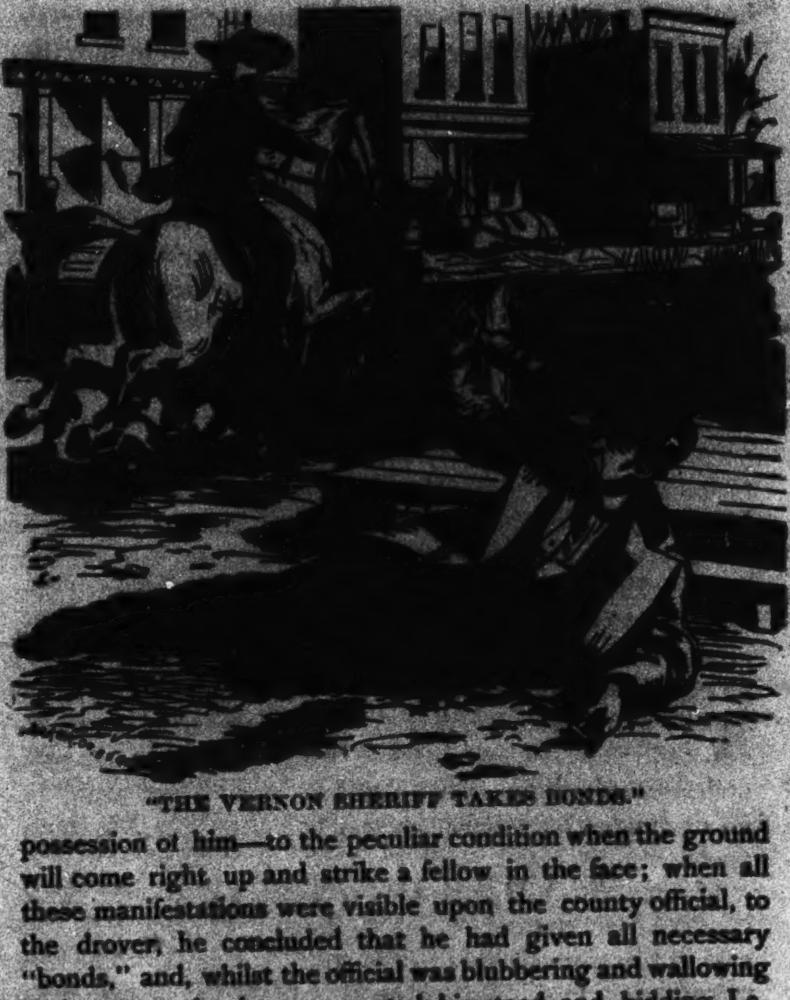
young man in years, yet he is old in business experiences and in a knowledge of the ways of the world. Always acting upon his own judgment in business matters, never having had a partner, but does his own thinking, lays his own plans and personally attends to the smallest details, we need not add is generally successful. Of that quiet, unobtrusive turn, yet social and pleasant; fond of having a good time, but never rude or boisterous; always upright and honorable. Besides having a valuable property in Texas, he has established a fine ranch in Colorado, on which now are over one thousand head of cattle, besides horses and other necessary auxiliaries to success. It is easy to see that before many more years are numbered among the past, J. M. Dougherty will take position among the best and most substantial citizens of the great new West. During the Summer of 1866, the whole country about Baxter Springs was alive with blockaded cattle, the owners of which were trying all manner of expedients to get through Southwest Missouri to some shipping point on the Missouri Pacific R. R. The drover who was fortunate enough to have at his own command cash to the amount of two or three dollars for each head of cattle he wished to pass through to Sedalia, Mo., had no trouble to arrange matters with the leader of the mob, to not only permit the herd to pass on, but give it safe conduct through the country to the railroad. But few of the drovers were so fortunately situated in financial matters as to be able to avail themselves of the opportunity of buying their way, or the permission to go to market. A strong prejudice existed in the minds of the mass of drovers to buying the privilege of exercising a plain, inalienable right, to-wit: to take their stock unmolested to any market to which they might choose to go. But in that day and country a man's, especially Southern drover's, legal rights, without physical force sufficient to enforce them or secure respect thereof, were as useless as a piece of refuse paper.

A large number of the drovers of 1866, after learning fully the hopeless situation in Southeastern Kansas and Southwestern Missouri, turned their heads due west from Baxter Springs, and drove them along or near the Kansas line near two hundred miles, then turned northwest through the State of Kansas, just west of all settlement, until a point about due west of St. Joe, Mo., was reached; then turning east or northeast, drove to St. Joe and shipped them to Chicago. Or, crossing the Missouri river near Nebraska City, or Brownsville, Neb., pushed into Central Iowa, and there sold to the cattle feeders of that State. Those that took the latter course did very well, for they obtained good prices from the cattle feeders of Iowa, whose corn crops were very good, and millions of bushels thereof could only be profitably disposed of by feeding it to live stock, of which the supply was limited. But some of those who shipped their cattle to Chicago fared badly, either selling at low prices or packing on their own account, which latter operation was more unprofitable than the former. The cattle had been driven so far, and subjected to so much hardship, that they had become poor in flesh and were unfit for any purpose except to be fed during the winter, and grazed until fit the following Summer.

We might write a volume of sketches and personal experiences of drovers of 1866, but one more will suffice. R. D. Hunter, now a resident of Kansas City, Mo., but of Ayrshire Scottish birth, came to this continent at the age of ten years, with his father who selected Central Illinois, then a comparatively unsettled country, as his home, and devoted himself to farming and stock-raising after the manner of that day and country; about which occupation the subject of this sketch was thoroughly instructed. Reared a farmer it was but natural as well as wise, for him to begin life for himself, following the footsteps of his father. But when Pike's Peak Gold discoveries were heralded over the land, golden visions flitted before the imagination of the young farmer, too bright and persuasive for resistance. In the spring of 1859, R. D. Hunter, with his comrades, rigged for traveling overland, left the "States" for the gold fields of the Rocky Mountains. Arriving at the mountain's base, but a brief stop was made, for each one was anxious to learn what fickle fortune had in store for him. In a short time they were numbered among the residents and miners of "Gregory's Lode" and "Russell's Gulch." The first year Mr. Hunter did fairly and managed to wrest from mother earth's rugged bosom a snug sum of the glittering dust, but not an amount equal to his aspirations. The following year he embarked in a quartz milling enterprise, which proved unfortunate. About this time arose a great excitement among the miners, caused by reports of fabulously rich mines in Arizonia, and hither R. D. Hunter turned his face. But the Indians, not liking the proposed inundation of pale faces, waxed hostile; and Mr. Hunter turned his course to the San Juan country, a valley of Southwest Colorado. Whilst in that country he discovered what is now known as "Putnam's Lode," a gold-bearing quartz vein of undoubted great richness; but owing to its peculiar location and the distance, the difficulty of access ot the country, no more was done in the way of working it, than enough to vest the title in the discoverer. This property he owns to this day, hoping for a railroad to go sufficiently near to make the working of it practicable. The San Juan country proving a failure, save for quartz mining, after spending two years in those regions, Mr. Hunter returned to Denver, and there meeting his family decided to make Denver his home, temporarily at least. But just then came the dark hour of life, the time that tries a man's soul. No sooner had he began to feel that he might enjoy life and home, notwithstanding fortune's frown, then affliction marked him as a victim, prostrating him helpless upon his bed for near a year, unable to so much as raise his hand, all superinduced by hard labor and exposure in the mines, and that, too, without a fitting reward. When health was restored, he decided that gold diggings, with shovel and pick, was not his forte, and returned, after five years' absence, to Missouri, where he soon became engaged in a cattle trade; supplying oxen to freighters. At that date no railroads extended beyond the Missouri river. At that business success rewarded his efforts, and at the end of the civil war, he turned his face toward the Lone Star State in quest of cattle. Before reaching Red River he met, and purchased, a herd of four hundred head, coming north, in the Indian Territory. Having paid twenty-five dollars per head for the cattle, a price which to him appeared very small, he felt that the day had come in which fortune for him was in reach, like a hanging apple, just ready to be plucked. How delusive were these appearances and hopes, the sequel will show. The western line of Vernon county, Mo., was passed but a few miles, on the route to Sedalia, when a coon-skin-capped biped, calling himself the sheriff ot Vernon county, summarily took formal possession of his herd and at the same time placed the drover under arrest. About ten thousand head of cattle, with their owners or foremen in charge, were seized and arrested at the same time. Here was a dilemma not expected, one not put down in their almanac of probabilities. How to get out, with the least loss, was the question that perplexed the drovers. During the first night, whilst under arrest, Mr. Hunter hit upon a plan to extricate himself and friends, which he disclosed to them privately, and exacted their promise to perform the part assigned them.

Early next morning he told the sheriff he did not want to go to jail, that he would prefer to make his own living and not burthen the very good people of Vernon county with his support, and if the sheriff would accompany him to Lamar, the county seat, distant thirty-five miles, he thought some friends would be found who would go his bail. To this the sheriff assented, for it would then be convenient to put the drover in the lockup if bail was not obtained. No sooner were the sheriff and his prisoner well out of sight from the drover's camp than, according to previous arrangements, the herds were put upon the trail directly west toward the Indian neutral lands, distant thirty-five miles, and a brisk speed maintained without halting to graze or rest.

Upon the road to Lamar the drover had a chance to study the face of his captor, and came to the conclusion that he was bacchanalian in his religious predilections, a "persuasion" of large membership, quite common among the denizens of Southwestern Missouri. Soon after arriving at the county seat, they went to a Temple of Bacchus, of which there were several in the village, to offer their devotions. As the drover anticipated the officer proved to be an enthusiastic devotee, ready at all times to offer libations, providing the drover would pay the priest, which he was not loth to do. But there is a limit to ordinary human capacity, and so there was to the devotional capacity of that sheriff. When he had passed that stage wherein everything was beautiful and lovely, and the memory of his humble circumstances had fled from his brain, and great wealth and joy inexpressible had taken

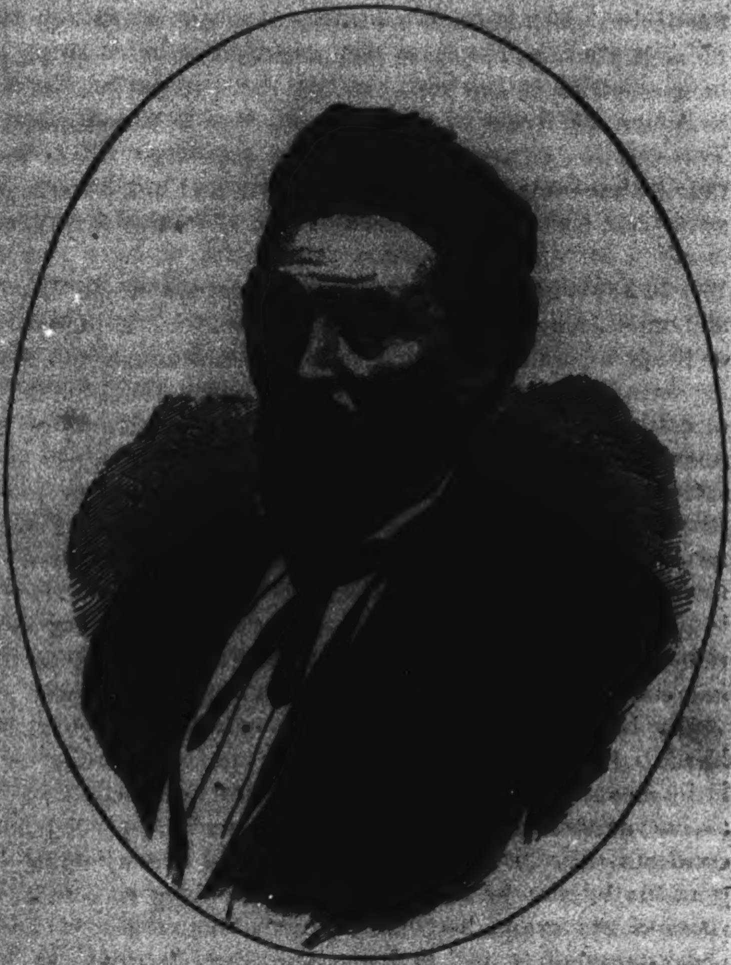


"THE VERNON SHERIFF TAKES BONDS."

possession of him—to the peculiar condition when the ground will come right up and strike a fellow in the face; when all these manifestations were visible upon the county official, to the drover, he concluded that he had given all necessary "bonds," and, whilst the official was blubbering and wallowing in the street, the drover mounted his steed and, bidding Lamar and the sheriff good afternoon, turned his steed westward. About daylight next morning Mr. Hunter overtook his comrades and friends with their herds in the Indian Nation. When he came up to them he found every cow boy, not needed to care for the cattle, marshalled in military style guarding the rear of the last herd. It would not have been altogether healthy for a sheriff's posse to have attempted a re-arrest of those herds or the drovers; but when they were sure they were out of the State of Missouri all fear of disturbance ceased, and they soon halted, rested, and grazed their herds.

After a few days spent recuperating, the herds were put upon their travels, taking a westerly direction for the distance of about one hundred and fifty miles, then curving northward, the Kaw river was crossed at St. Mary's. On reaching the vicinity of Atchison, a German settlement felt called upon to go upon the war path after the drovers, and would have caused them great trouble and, perhaps, loss but for the kindness of a Mr. Joel Hyatt, a large land owner and a good hearted sensible man of that section, who gave the persecuted drovers an asylum upon his lands, where they rested for two weeks. Then they crossed the river at St. Joe and drove in a northerly direction to Bartlett Station, on the Chicago and Rock Island Road, and there shipped their herds. Mr. Hunter decided to take his cattle off at Joliet, Illinois, and put them on Blue-grass pasture, rather than to go direct on to the Chicago market, as his comrades did. It proved a wise decision, for in a few weeks he was able to find a buyer at remunerative prices. The first year, in the Southern cattle trade, closed, and Mr. Hunter stood six thousand dollars better off, in cash, aside from experience, which was no small item, for a place and way had been found for future operations.

In 1867, R. D. Hunter went to Texas and bought twelve hundred head of cattle, which he drove to Omaha, Neb., and sold to Government contractors, at a snug profit. The summer of 1869, found him on the trail from Texas, with a fine herd of twenty-five hundred head of cattle, which were sold in Chicago at paying figures. But in 1870, a herd of fourteen hundred head of select beeves was put upon the Chicago market, and four and one-half to six and one-quarter cents, gross weight, was realized, netting a profit of twenty dollars per head.



ROBERT D. HUNTER.

In every business there is bitter mingled with the sweet; this is strictly true in the cattle business, and the year of 1871 was, from a multitude of causes, a bitter, bad year for the drover, and, although not a year of actual disaster to Mr. Hunter, yet it was without that desirable profit. Although he handled about five thousand, and did it to the best of his judgment, yet it was as a year's transaction—"bad medicine." This was the last year of Mr. Hunter's driving. Since that time he has traded in cattle in the West, and aided the Kansas Pacific Railway in the management of its live stock business.

In 1873, he established in connection with Capt. Evens, and others, a livestock commission house, with headquarters at Kansas City. This house soon took rank among the leading ones in the West, and has handled many thousand head of cattle, almost invariably to the entire satisfaction of its numerous patrons, which includes many of the largest live stock operators in the West. Each member of the firm is a practical and successful stockman, and their combined capitals enables them to render ample aid to their patrons, besides rendering the firm entirely responsible and safe. As a man he is kind and courteous to all with whom he has business relations; but his manner is bluff and positive, bordering on the hauteur, and to one whom he dislikes he is unmercifully severe. Indeed it is little comfort his enemies receive at his hands. Language fails to express his intense contempt for a little, mean action; and as for a dishonest transaction, or its author, neither can receive other than his severest outspoken condemnation. But for his friends, or for one whom he regards as worthy, he has a big heart, throbbing the warmest pulsations of sympathy. He is strictly honorable in his business transactions, dignified in his manner, courteous in his address, inflexible in will—self reliant. Such is R. D. Hunter, and all right feeling men freely yield him the palm of honorable, manly success.

Other drovers of 1866 turned their herds eastward from

Baxter Springs, and drove along or near the Arkansas line until they were able to flank the hostile regions and strike the railroad at a shipping point east of Sedalia. But this route was mountainous, rocky, and much of the distance heavily timbered and altogether unsuited for successful cattle driving. The cattle driven over it became foot sore and miserably poor in flesh, and, of course, when put on the St. Louis market, sold for mean prices and weighed very light; so that when the drover had sold out and paid up expenses, but little cash remained to swell his impoverished pocket-book. But by far the larger half of the drovers remained near Baxter Springs, preferring to hope on and keep trying, to risking any untried route with their herds. Soon the frost came and killed the grass, which, after drying a few days, was set fire and the whole country burned over. This was a great calamity to the drovers.

All along the border a host of sharpers and thieves—men with good address and plausible pretensions—were anxious to buy cattle, but owing to the unsettled condition of affairs, were afraid to bring the cash with them, but had what purported to be New York exchange, with which they bought cattle of such as they could induce to accept their drafts. Of course their drafts were worthless, but before the drover could find it out and secure himself, the rascal would have turned the stock into some secret confederate's hands and left for parts unknown to the drover. Others used worthless notes and such other devices as villianous ingenuity could invent, and each scheme or plan would surely catch some unwary, confiding drover. Other drovers, to save themselves from loss or financial ruin, placed their herds in winter quarters in Southern Kansas and Missouri. Others found their way into the corn regions of Central Illinois, and there fed their stock until a purchaser was found. But the year 1866 was, taking all things into consideration, one of great disaster to Southern drovers. All the bright prospects of marketing, profitably, the immense surplus live stock of Texas, faded away, or worse, proved to those who tried driving a serious financial loss. So the last great hope of the Southern cattle man, for an outlet and market for his live stock, proved but bitter disappointment. Never, perhaps, in the history of Texas, was the business of cattle ranching at so low estate as about the close of the year 1866 and during the following year. The cattle producing portions of the State were overrun with stock. The ranges were becoming depastured, and, as a consequence, the unprotected earth became parched by the hot sun, and permanent drouth threatened. The stocks of cattle would not yield sufficient revenue to pay the expenses of caring for them—that is, branding, marking, etc. Strange as it may seem, it is nevertheless true, that within the bounds of that great State, no one came forward to open up an outlet for the millions of her matured cattle. Over the business of cattle ranching a deep gloom settled, crushing to earth the hopes of many whose herds numbered multiplied thousands. Such was the condition of affairs in Texas at the close of the year 1866. But it is said that the darkest hour is that one just before the break of day. And so it was in this case. Just how and from whence came that brighter hour, that dawn of day, will form the theme of a future chapter.

CHAPTER III.

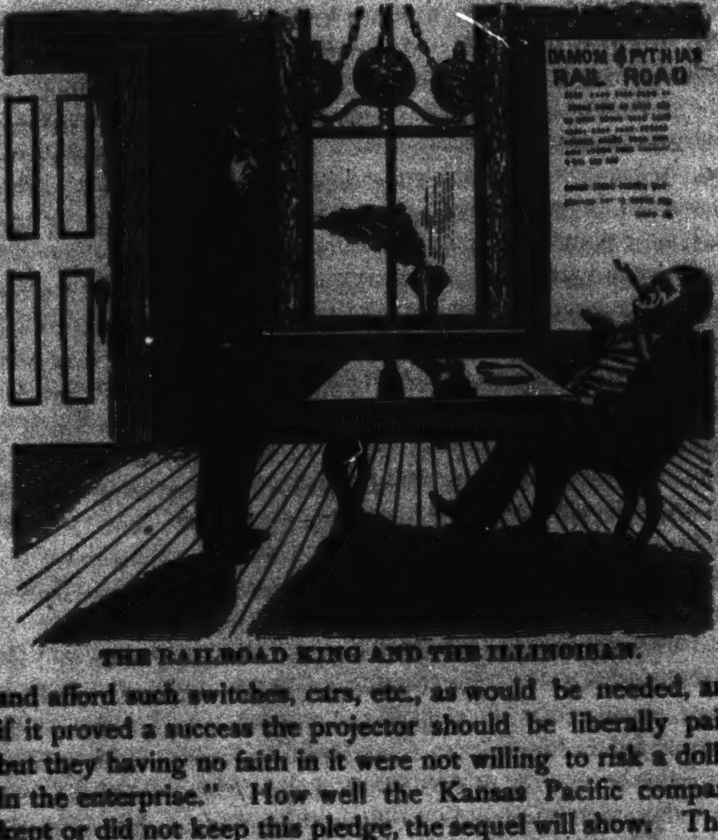
A CHANGE FOR THE BETTER—A YOUNG ILLINOISIAN—HIS PLAN TO ESTABLISH A CATTLE SHIPPING DEPOT—HE TAKES A TRIP WEST—VISITS RAILROAD OFFICES AT ST. LOUIS—MEETS AN "IMMENSE" RAILROAD MAN—RETURNS TO KANSAS—SELECTS ABILENE AS THE POINT—ABILENE IN 1867—A GREAT MERCHANT—NUMBER OF CATTLE IN TEXAS IN 1860—SHIPMENT OF FIRST TRAIN—CHARACTERISTICS OF THE DROVERS OF 1867—J. L. DRISKILL AND H. M. CHILDERS.

The close of the year 1866, left the business of driving Texan cattle prostrate, and the entire driving fraternity both North and South, in an utterly discouraged condition. And such was the effect of the experiences of 1866, but in 1867 events took a change for the better, and just how that change was brought about we propose to note.

At that time there lived in Central Illinois three brothers doing a large live stock shipping business as one company or firm. One thousand head of native cattle costing from $80 to $140 per head, was not an unusual week's shipment. When it is remembered that three shipments were on the road at the same time during all the season, it will be seen that their resources, financially, were not limited. All three of the brothers were of that sanguine, impetuous, speculative temperament; just such dispositions as always look most upon the bright side of the picture and never feel inclined to look at the dangers or hazards of a venture, but take it for granted that all will end well that looks well in the beginning. If the above could have been said of the brothers collectively, it could be said with particular truthfulness of the younger one of them. Ambitious, energetic, quick to scent out and untiring to follow a speculation, fully possessed with an earnest desire to do something that would alike benefit humanity as well as himself; something that, when life's rugged battles were over, could be pointed to as an evidence that he had lived to some good purpose and that the world, or a portion thereof, was benefitted by his having lived. This young man conceived the idea of opening up an outlet for Texan cattle. Being impressed with a knowledge of the number of cattle in Texas and the difficulties of getting them to market by the routes and means then in use, and realizing the great disparity of Texas values and Northern prices of cattle, he set himself to thinking and studying to hit upon some plan whereby these great extremes would be equalized. The plan was to establish at some accessible point a depot or market to which a Texan drover could bring his stock unmolested, and there, failing to find a buyer, he could go upon the public highways to any market in the country he wished. In short, it was to establish a market whereat the Southern drover and Northern buyer would meet upon an equal footing, and both be undisturbed by mobs or swindling thieves. The longer the idea of this enterprise was harbored by the young Illinois cattle shipper, the more determined he became and the more enthusiastic to carry it out. In fact it became an inspiration almost irresistible, rising superior to all other aspirations of his life, and to which he gave unremitting attention and labor for years; indeed he is not now unmindful of the purposes which first impelled him forward. It was not long after the project had taken crude shape in the mind of the projector, before he was casting his eye over the map of the Western States, studying the situation and trying to determine whether the Western prairies or the Southern rivers would be the better place to establish the proposed depot. Before he had fully decided in his own mind a trip to Kansas City was taken, and soon after arriving there he met with certain residents who were interested in a large herd of cattle coming up from Texas and expected to arrive somewhere in

Kansas, but just where was not known, as no particular place had been designated. After repeated conversations with these parties a trip up the Kansas Pacific, then called the Union Pacific, East Division, was determined upon. The road was completed and operated, at that time, as far west as Salina, Kansas. Junction City was visited and a proposition made to one of the leading business men to purchase of him a tract of land sufficiently large to build a stock yard and such other facilities as were necessary for cattle shipping, but an exorbitant price was asked, in fact a flat refusal to sell at any price was the final answer of the wide-awake Junctionite. So by that one act of donkey stupidity and avarice Junction City drove from her a trade which soon developed to many millions. Failing to obtain a location but fully decided to select the prairies of the West instead of the banks of the Southern rivers for a field to put his scheme on foot, the Illinoisan returned to St. Louis for the purpose of consulting the railroad magnates about rates of freight and other necessary facilities for the accommodation of live stock.

Visiting the general offices of the Kansas Pacific and introducing himself to the President and Executive Committee there, stating fully his project and the reasons for the confident belief in him, giving a moderate estimate of the probable number of cars of live stock freight that would be sent over the road, offering as a reason the great number of cattle in Texas, and the utter lack of an outlet, and the urgent necessity of such a shipping depot. He closed with an appeal for such consideration as the importance of the proposed enterprise deserved. After hearing patiently the statement of the cattle shipper, the President, a pert, lively, courteous little gentleman, but evidently not a practical railroad man, and one that knew absolutely nothing about freighting live stock, replied, smiling incredulously, "That they knew no reason why such a thing might not be done, that freight going East was just what they wanted, and if any one would risk their money in the enterprise the railroad company would stand by them,



THE RAILROAD KING AND THE ILLINOISAN.

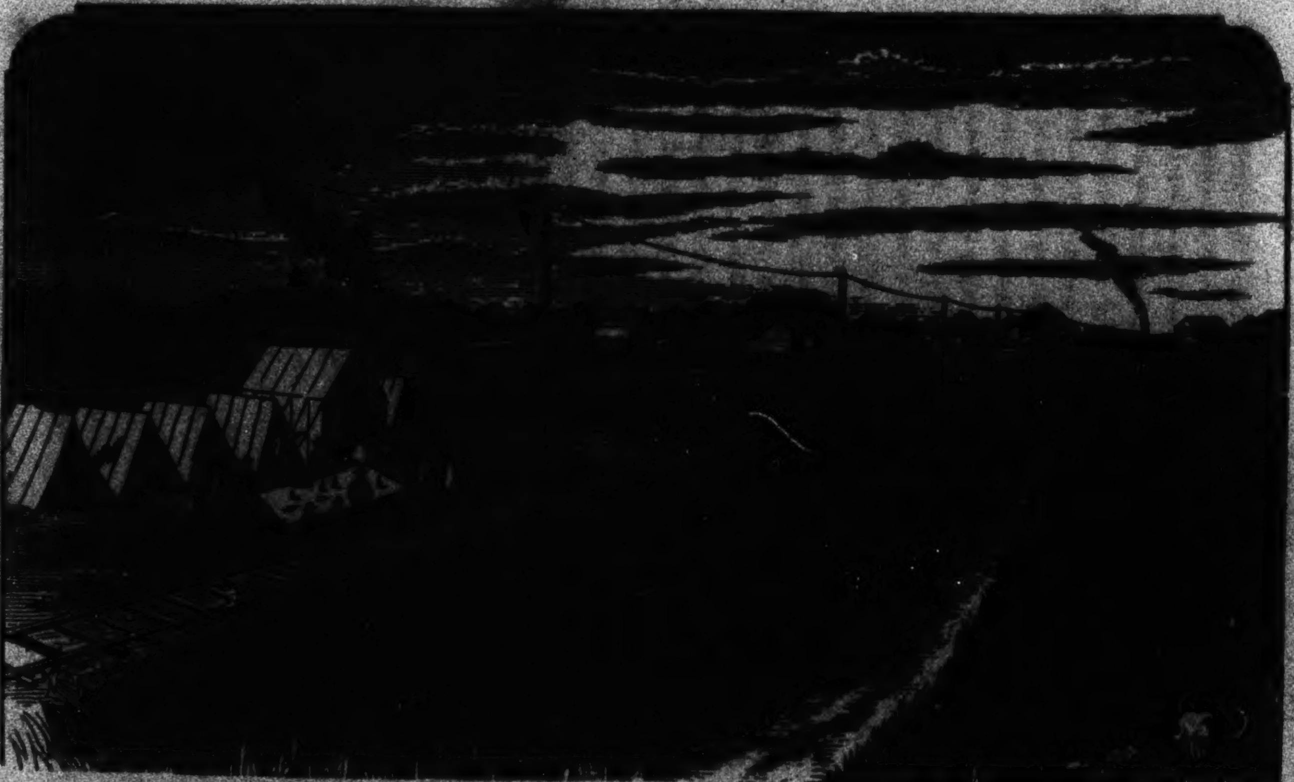
and afford such switches, cars, etc., as would be needed, and if it proved a success the projector should be liberally paid, but they having no faith in it were not willing to risk a dollar in the enterprise." How well the Kansas Pacific company kept or did not keep this pledge, the sequel will show. They evidently regarded the project as a wild, chimerical, visionary scheme, and so declared. After the above interview with the officers of the K. P. was ended, the office of the Missouri Pacific was visited to ascertain what rates of freight would be granted from the State Line to St. Louis. Here was the first really great man engaged in the contemptible occupation of managing a railroad, that the Illinoisan ever beheld. Entering the elegant office of the President and finding that dignitary arrayed in much "store clothes," quietly smoking a cigar while looking over some business papers, the Illinois "Bovine Puncher," dressed in a style that greatly contrasted with the official's garb—rough, stogy, unblacked boots, a slouch hat, seedy coat, soiled shirt, and unmentionables that had seen better days twelve months previous, when they had adorned the counter of the Jewish dealer. He timidly stated his business in modest terms, and asked what rates of freight would be charged on the stock coming to St. Louis. When he had made his statement and propounded his question, the railroad official, tipping his cigar up at right angles with his nose, and striking the attitude of indescribable greatness, when stooping to notice an infinitesimal object, and with an air bordering on immensity, said:

"It occurs to me that you havn't any cattle to ship, and never did have any, and I, sir, have no evidence that you ever will have any, and I think you are talking about rates of freight for speculative purposes, therefore, you get out of this office, and let me not be troubled with anv more of your style."

If the heavens had fallen, the Illinoisan would not have been more surprised and nonplussed than he was by the answer and conduct of this very pompous railroad official. An attempt was made to explain, but not so much as a hearing would be accorded him, so the Illinoisan left the office, wondering what could have been the inscrutable purposes of Jehovah in creating and suffering such a great being to remain on earth, instead of appointing him to manage the universe. But in less than twelve hours the General Freight Agent of the Hannibal & St. Joe Railroad had closed a contract, giving very satisfactory rates of freight from the Missouri River to Quincy, thence to Chicago. St. Louis never has, and, perhaps, never will gain the prestige she might have had as a live stock market, had she not blocked up the channels of access to her with egotistical pomposities. But in the events of this life it often occurs that inordinate pride and silly vanity meet their downfall, and such was the early fate of this great railroad man. His conduct became known in the city, and finally was commented on by the press in very severe terms, and when the directors next met for the annual election, another man was found to fill his position. But just how an opportunity occurred to retaliate for insolent treatment, may be noted elsewhere.

But little time sufficed to arrange business matters, temporarily, in Illinois, and as soon as accomplished, Central Kansas was revisited for the purpose of selecting a point at which the facilities for holding, handling and shipping cattle could be made. From Junction City, the track of the Kansas Pacific Railway was closely followed, and various points inspected with regard to their adaptability to a cattle business, until Solomon City was reached, near which a fine site for stock yards was found; but after one or two conferences with some of the leading citizens, it became evident that they regarded such a thing as a cattle trade with stupid horror, and from all that could be learned upon thorough inquiry, the citizens of Salina were much in the same mood. The person making such propositions was apparently regarded as a monster threatening calamity and pestilence. After spending a few days investigating, Abilene, then as now, the county seat of Dickinson county, was selected as the point of location for the coming enterprise. Abilene in 1867 was a very small, dead place, consisting of about one dozen log huts, low, small, rude affairs, four-fifths of which were covered with dirt for roofing; indeed, but one shingle roof could be seen in the whole city. The business of the burg was conducted in two small rooms, mere log huts, and of course the inevitable saloon also in a log hut, was to be found.

The proprietor of the saloon was a corpulent, jolly, good-souled, congenial old man of the backwoods pattern, who, in his younger days, loved to fish and hunt, and enjoyed the life of the frontiersman. For his amusement a colony of pet prairie dogs were located on his lots, and often the old gentleman might be seen feeding his pets. Tourists and others often purchased one or more of these dogs, and took them East as curiosities.



ABILENE IN 1867—CELEBRATING THE SHIPMENT OF THE FIRST TRAIN-LOAD OF CATTLE.

The principal owner of the town site was living on a farm, and, alas! for his virtue, had been a member of the Legislature the previous winter.

One of the merchants doing business at Abilene, in an old abandoned cabin, was selling goods on commission, keeping a stock of about two wheel-barrow loads of second class goods culled from a Manhatten country store, and as often as twice a year replenishing his stock with a small box of sundries; but he was a stunning fellow, with at least two-thirds of his small supply of brains located in that bump phrenologically called self-esteem. You should have heard this great merchant talk, for, mind you, his subject was one (to him) of vast and overshadowing importance; it was himself. It was impossible for him to talk upon any subject without using the pronoun "I," often when it was not even proper, or in any wise called for, much less in any kind of good taste. In short, he was an intolerable egotist, always extolling himself and pointing out how inferior some one was, as compared with his very superior self. To hear him tell it, there was little intelligence, shrewdness, or even respectability in the universe outside of himself, and you would think that it was a sad mistake that he was not created before the "earth and the fullness thereof," so that Deity might have had the benefit of his wonderful wisdom in doing up that six days job. As to wealth, as well as wisdom, Solomon was a fool and a pauper, compared to himself; but, when "by ways that are dark and tricks that are vain" he managed to remove his petit business to a deserted saloon building, you should have seen him put on wealthy airs, and talk about his assets, and tell how contemptible laboring people appeared to him as compared with himself, even going so far in his silly vanity as to say that "poor folks smelt like wet dogs," an odor that was peculiarly offensive to his aristocratic proboscis.

This miserable being was not more afflicted with conscience than with good sense or decency. If, in after years, he ever contributed anything towards maintaining Abilene's

THE GREAT MERCHANT SMELLING POOR FOLKS.

superiority in the cattle trade, it was usually charged up, in a covert manner, in some man's supply bill and collected. Never, but once, was he prevailed upon to put his name to a subscription list for public purposes, and that he repudiated, utterly refusing to pay a dollar. In short, he was by instinct much like a leech, always ready to suck substance from any arm of commerce that another had the sagacity and enterprise to bring before him or within his reach. To be sure, any other sordid, selfish man, by practicing only selfish arts, and by borrowing his neighbor's goods or chattels and never returning them, and if sued for their value plead the statute of limitations, could acquire a few hundred dollars worth of property, however little sense he might have.

But none other than an ingrate cowardly wretch without honor or sense of shame could, or would seek to obtain money or property in this way. But it was the favorite method of the great merchant. Speaking about cowardice, you should have heard him tell of his great bravery, his wonderful deeds of valor and heroism. Why, the courage that met and slew

THE GREAT MERCHANT PLEADING STATUTES OF LIMITATION AGAINST HONEST DEBTS.

Goliah, or defended the pass of Thermopylæ, or of Napoleon's 1st body guard, was contemptible undiluted cowardice compared with his own bravery. Those he had met and vanquished, in mortal combat, were as the sands of the sea in number. In fact, where he had just come from; (wherever that was), the country itself was too limited in which to bury his dead, and several hospitals were needed in which to care for his wounded. At last the surviving citizens came en mass on bended knees, begging him as they would a great Achilles, to depart from their country before their race became exterminated. In fact you would suppose, to hear him talk, that every morning he breakfasted upon a man fricassed, or broiled on toast. But, upon a certain day, in later years, when there was an exciting local contest and election in Abilene, the great merchant took occasion to publicly speak in grossly slanderous terms of about two score of very respectable ladies. The good people of that, now very quiet, village could not stand this infamous outrage, much less let it go by unrebuked, so going in mass to the great merchant's office in the deserted saloon building, made him understand

THE GREAT MERCHANT UPON HIS MARROW BONES.

in unmistakable terms their opinions and purposes. No sooner did he see that condign punishment was imminent, then he fell upon his knees and with a palid countenance, and frame quaking with guilty fear, begged and implored mercy. There was no end of his self abnegation and self reproach. To say that he "eat dirt" or got down low would be putting it mild. The sight of the trembling, jibbering coward disarmed the enraged citizens and they turned from him in loathing disgust. A desire that the world might know there was such a being as that great merchant of Abilene is, the only apology we offer for devoting so much space to such a contemptible subject.

A tract of land adjoining the town was purchased for the location of the stock yards, hotel, offices, etc.

Abilene was selected because the country was entirely unsettled, well watered, excellent grass, and nearly the entire area of country was adapted to holding cattle. And it was the farthest point east at which a good depot for cattle business could have been made. Although its selection was made by an entire stranger to the country adjoining, and upon his practical judgment only, time has proved that no other so good point can be found in the State for the cattle trade. The advantages and requirements were all in its favor. After the point had been decided upon, the labor of getting material upon the ground began.

From Hannibal, Missouri, came the pine lumber, and from Lenape, Kansas, came the hard wood, and work began in earnest and with energy. In sixty days from July 1st a shipping yard, that would accommodate three thousand cattle, a large pair of Fairbank's scales, a barn and an office were completed, and a good three story hotel well on the way toward completion.

When it is remembered that this was accomplished in so short a time, notwithstanding the fact that every particle of material had to be brought from the East, and that, too, over a slow moving railroad, it will be seen that energy and a determined will were at work.

We should have mentioned sooner that when the point at which to locate the shipping yards was determined upon, a man well versed in the geography of the country and accustomed to life on the prairie, was sent into Southern Kansas and the Indian Territory with instructions to hunt up every straggling drove possible, (and every drove was straggling, for they had not where to go,) and tell them of Abilene, and what was being done there toward making a market and outlet for Texan cattle. Mounting his pony at Junction City, a lonely ride of almost two hundred miles was taken in a southwesterly direction, crossing the Arkansas River at the site of the present city of Wichita, thence far down into the Indian country; then turning east until trails of herds were found, which were followed until the drove was overtaken, and the owner fully posted in that, to him, all-absorbing topic, to-wit: a good, safe place to drive to, where he could sell or ship his cattle unmolested to other markets.

This was joyous news to the drover, for the fear of trouble and violence hung like an incubus over his waking thoughts alike with his sleeping moments. It was almost too good to be believed; could it be possible that some one was about to afford a Texan drover any other reception than outrage and robbery? They were very suspicious that some trap was set, to be sprung on them; they were not ready to credit the proposition that the day of fair dealing had dawned for Texan drovers, and the era of mobs, brutal murder, and arbitrary proscription ended forever.

Yet they turned their herds toward the point designated, and slowly and cautiously moved on northward, their minds constantly agitated with hope and fear alternately.

The first herd that arrived at Abilene was driven from Texas by a Mr. Thompson, but sold to Smith, McCord & Chandler, Northern men, in the Indian Nation, and by them driven to Abilene. However, a herd owned by Colonel O. W. Wheeler, Wilson and Hicks, all Californians, en route for the Pacific States, were stopped about thirty miles from Abilene for rest, and finally disposed of at Abilene, was really the first herd that came up from Texas, and broke the trail, followed by the other herds. About thirty-five thousand head were driven in 1867.

It should be borne in mind that it was fully the first of July before it was decided to attempt a cattle depot at Abilene or elsewhere, which, of course, was too late to increase the drive from Texas that year, but time enough only to gather together at that point such herds as were already on the road northward. Not until the cattle were nearly all at Abilene would the incredulous K. P. Railway Company build the requisite switch, and then not until a written demand was made for it, after which, an order was issued to put in a twenty-car switch, and particular direction was given to use "cull" ties, adding that they expected to take it up next year. It was with great difficulty that a hundred car switch was obtained instead of the twenty-car one. Nor were the necessary transfer and feed yards at Leavenworth put in until plans were made and a man to superintend their construction furnished by the same parties that were laboring so hard to get their enterprise on foot at Abilene. But in a comparatively brief time all things were ready for the shipment of the first train.

As we have before stated, about 35,000 head of cattle arrived at Abilene in 1867. In 1860 we believe that the United States Census gave Texas 3,500,000 head of cattle. We are not sure that this is correct, but believe it is.

The drive of 1867 was about one per cent. of the supply. Great hardships attended driving that year on account of Osage Indian troubles, excessive rain-storms, and flooded rivers. The cholera made sad havoc with many drovers, some of whom died with the malady and many suffered greatly. The heavy rains caused an immense growth of grass, too coarse and washy to be good food for cattle or horses, and but little of the first years' arrivals at Abilene were fit to go to market. However, on the 5th of September, 1867, the first shipment of twenty cars was made to Chicago. Several Illinois stock men and others, joined in an excursion from Springfield, Ill., to Abilene, to celebrate by feast, wine and song, the auspicious event.

Arriving at Abilene in the evening, several large tents, including one for dining purposes, were found ready for the reception of guests. A substantial repast was spread before the excursionists, and devoured with a relish peculiar to camp life, after which wine, toasts, and speechifying were the order until a late hour at night.

Before the sun had mounted high in the heavens on the following day, the iron horse was darting down the Kaw Valley with the first train load of cattle that ever passed over the Kansas Pacific Railroad, the precursor to many thousands destined to follow. This train of cattle sold in Chicago to a speculator at a small profit to the shipper. The second shipment was made in a short time afterward and was forwarded on to Albany, not finding a purchaser at Chicago. This shipment, consisting of nearly 900 head, costing about $17,500, was sold at Albany for $300 less than the freight bill, losing more than first cost. Indeed, Texan cattle beef then was not considered eatable, and was as unsalable in the Eastern markets as would have been a shipment of prairie wolves.

Everything injurious that prejudice, ignorance and envy could imagine, was said against Texas cattle, and a concerted effort was made to prevent by any and every device that ingenuity could invent, to prevent them from going to market. Nevertheless, consumers soon learned that well fatted Texan beef was as good as any other kind and much cheaper.

The year 1867 was one of short corn crops and of low prices for thin fleshed cattle, and the market continued to decline until midwinter. Notwithstanding all the impediments enumerated, the shipments of '67 reached almost 1,000 cars, all of which, except seventeen, went over the Hannibal & St. Joe Railroad to Chicago, and were there packed, largely on the owners' account. The seventeen cars spoken of went to St. Louis, over the Missouri Pacific.

Now, when the time arrived and shipments began to go forward at a lively rate, and any man, although a fool, could see the success of the enterprise, an agent of the Missouri Pacific road put in an appearance at Abilene, and was very solicitous for business for his road. But the memory of the insulting conduct of his official superior was still fresh in the mind of that Illinoisan, and he told the agent that "it just occurred to him that he had no cattle for his road, never had, and there was no evidence then that he ever would have, and to please say so to his President." The agent seemed to relish the force of such language, and departed forthwith to deliver the message.

It was amusing to observe with what mingled joy and suspicion the drover of '67 contemplated the arrangements completed and under way at Abilene for his accommodation. He could hardly believe that there was not some swindle in it somewhere. He there beheld more done and doing for him than he had ever seen before in his life. In his own State, great as the wealth of some of its citizens were, no one had manifested public spirit and enterprise sufficient to establish an outlet for her millions of cattle; and to this day we know of no other State which has so few public spirited citizens, so few that are willing to do an act or develop an enterprise which has for its object the benefit of the whole people. They are all mindful of individual, selfish undertakings, but are stolidly indifferent to public ones. For instance, why should the business men of any Northern point, at great expense, advertise the Texan cattle as being for sale upon the prairie, adjacent to their villages, and how seldom a Texan will pay a dollar willingly to advertise up a given point as being a good market for his cattle. They do not hesitate to squander tens, fifties and hundreds for the gratification of their appetites or passions, yet to pay a few dollars to help on some legitimate enterprise for the benefit of the whole, is generally esteemed a great hardship, and often they refuse entirely. This is not because they are penurious, for they are not, but because they lack that public spirit so necessary for the accomplishment of any great public good.

Talk to them about advertising the point, as a cattle market, at which they are stopping their herds, and they will regard it as money thrown away. More advertising has been done for them gratuitously than for the people of any other State. An appreciation of the benefits of advertising is something of which the majority of Texans are destitute. They are, as a class, not liberally educated, and but few of them are extensive readers, but they are possessed of strong natural sense, well skilled in judging human nature, close observers of all events passing before them, thoroughly drilled in the customs of frontier life, more clannish than the Scotch, more suspicious than need be yet often easily gulled by promises of large prices for their stock; very prone to put an erroneous construction upon the acts and words of a Northern man, inclined to sympathize with one from their own State as against another from the North, no matter what the Southern man may have been guilty of. To beat a Northern man in a business transaction was perfectly legitimate, and regarded all such as their natural enemies of whom nothing good was to be expected. Nothing could arouse their suspicions to a greater extent than a disinterested act of kindness. Fond of a practical joke, always pleased with a good story, and not offended if it was of an immoral character; universal tiplers, but seldom drunkards; cosmopolitan in their loves; in practice, if not in theory, apostles of Victoria Woodhull, but always chivalrously courteous to a modest lady; possessing a strong, innate sense of right and wrong, a quick, impulsive temper, great lovers of a horse and always good riders and good horsemen; always free to spend their money lavishly for such objects or purposes as best please them; very quick to detect an injury or insult, and not slow to avenge it nor quick to forget it; always ready to help a comrade out of a scrape, full of life and fun; would illy brock rules of restraint, free and easy.

Such were some of the traits of character often met with in the early days of Abilene's glory, but there were good reasons for all these phases and eccentricities of character. Their home and early life was in a wild frontier country, where schools were few and far between, their facilities for attaining news by the daily press exceedingly limited. They had just passed through a bitter civil war, which graduated their former education of hatred and suspicion of Northern men, and above all, the long and bitter experiences they had endured in Southern Kansas and Missouri, swindling, outrage, robbery, rapine, and murder were full sufficient to embitter beings more than human. But we are not disposed to do the character of Texan drovers injustice, for the most of them are honorable men, and regard their pledged word of honor or their verbal contract as inviolable, sacred, and not to be broken under any circumstances whatever. Often transactions involving many thousands of dollars are made verbally only, and complied with to the letter. Indeed, if this were not so they would often experience great hardships in transacting their business as well as getting through the country with their stock. We remember but few instances where a Texan, after selling his herd, went off home without paying all his business obligations. But one occurs to us now which we relate: A certain young drover, more youthful than honest, after selling off his herd slipped off to Texas leaving his supply bills and banker unpaid. A number of leading drovers met together and after counselling about the effect of such conduct upon the credit of drovers as a class, decided to send one of their own number to Texas after the young rascal, which was done, and in a few weeks he was brought back and compelled to settle his outstanding indebtedness, also the expense in full of his own arrest and return.

It is true that the Western Cattle Trade has been no feeble means of bringing about an era of better feeling between Northern and Texas men by bringing them in contact with each other in commercial transactions. The feeling today existing in the breasts of all men from both sections are far different and better than they were six years ago.

Strange as it may appear, there were a few Texan drovers who were from the beginning opposed to making a market, a general centre, a drovers' headquarters for cattle sale and shipment at Abilene, and were always for driving on North or somewhere else, and never let an opportunity slip to speak and work against the enterprise, but it was made a success in spite of their opposition. Most of those who opposed it were not of the open, bold, outspoken class of men, but of that class who would make loud professions of friendship to your face but slander you to your back, and manufacture out of what you may have said in friendly conversation, perverted and false stories and privately retail them to such as would listen, whilst they would distort every word and act into some hideous offense. Such men as had no good, clean motives themselves and could not impute such to any one else; men who were as lank and scrofulous in soul as they were in physical appearance. Be it said to the credit of Texan drovers as a class, that but few, very few of those scrubby ones ever put in an appearance among the many hundreds who visited Western Kansas, and their influence was as limited as their dispositions were devilish.

Among certain Kansans there developed an opposition as malignant as it was detestable. Certain old broken down political bummers and played-out adventurers got up and secured the passage through the Kansas Legislature, of a certain "Texas Cattle Prohibitory Law," so drawn as to make Ellsworth the only point at which such cattle could be legally driven. When Abilene began to develop as a shipping depot their hostility knew no bounds. Utterly unscrupulous as to means employed, destitute of honorable manhood and incapable of doing a legitimate business in an honest manner; full of low cunning and despicable motives, these ghouls resorted to every device their fertile brain could conceive to defeat the efforts of the parties who were at work at Abilene. After visiting threats of law and bodily harm upon all concerned, they finally travelled over land, a distance of one hundred miles, in a buggy and spent a week trying to get the settlers of Dickinson county to mob such drovers as were stopping their cattle within the county limits. But all their efforts were unavailing and they were compelled to leave, infinitely more chagrined than language can express. It never was their intention to make a shipping point at Ellsworth but to force the cattle to go there and then swindle

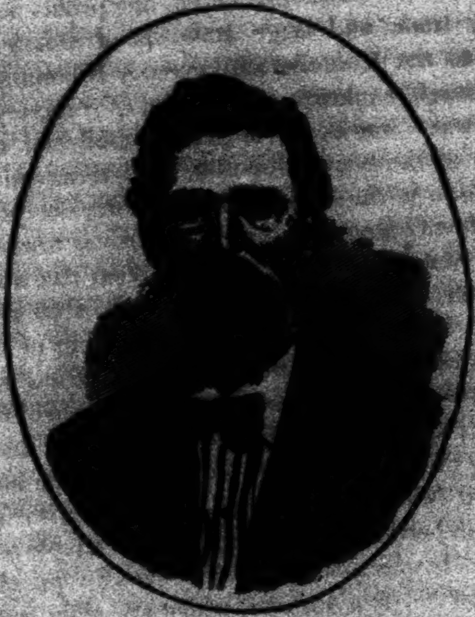
J. L. DRISKILL.

their owners out of them by such means as those same tricksters, in connection with other thieves had often done in other years on the Southern border of Kansas.

Of the adventurous drover of 1867, but few are still found in the cattle trade. Some have retired from business, others changed their occupations, and not a few have became bankrupt by some adverse turn of fortune's wheel. Perhaps no one has more persistently and quietly kept on the even tenor of his way, than J. L. Driskell, of Texas. A Tennesseean by birth and education, he tried Missouri for four years, but hearing such glowing accounts of the land baptised to freedom at Alamo, he decided to go and see the State for himself. The year 1848 found him trying his skill at agriculture in Texas, but not liking the results turned his attention to merchandising until the outbreak of the civil war. For three years Mr. Driskell furnished beef to the Confederate army, and many "Texian Rangers" fared sumptuously upon fat roasts from

Driskell's droves. Notwithstanding fine profits were realised in the army trade, and large amounts of money was made, yet, owing to the Confederate currency becoming valueless, he found himself bankrupt with a wad of "money." When the "cruel war" was over and peace established, after taking a calm view of the actual situation, he determined to turn his entire attention to the cattle trade, and after one year spent in driving to New Orleans, he turned his droves toward Western Kansas. From that day to this each year has witnessed his herds of from 1,000 to 6,000 head, cross Red river, bound northward. There are few ways of disposing of cattle, after having driven them north, that he has not tried, and usually with at least moderate success. One year he will pack on his own account; another he will sell on the prairie; another finds him shipping; and still another, as in 1873, finds him sending four thousand head to Cheyenne, to the Territorial market; whilst as an experiment he "stocks" out a couple of thousand cows, and sends one thousand fine beeves to be slaughtered and packed on his own account, whilst the train goes forward to Chicago freighted with his cattle. All of which business is so quietly dispatched, no one would scarce know that he was in the country, much less doing anything. During his six years' driving, fortune has dealt kindly with him and gave unto his charge a comfortable amount of this world's goods. And few more worthy custodians could be found in the western cattle trade, than the subject of this sketch—a kind, quiet, unassuming gentleman, with whom it is only necessary to become acquainted in order to appreciate his courteous dignified manhood. Those who know him best are his warmest friends. Those who once have business transactions with him, are always glad to meet him again, and to know that it is his purpose to continue driving to Western Kansas.

There are few more widely known and persistent drovers than H. M. Childress, a native born Texan. For the last seven years he has been on one trail or another, leading northward, with a herd varying in size from one to ten thou-



H. M. CHILDRESS.

sand head of cattle. Born and reared to the stock business, he took to it on his own account just as natural as a duck to water, beginning at fifteen years of age, and has never changed his occupation—that of live stock—and claims justly, we think, to be to the "manor born."

In 1866 he pushed his herd into Central Iowa and sold it at thirty-five dollars per head, which was quite satisfactory. He was among the drovers of 1867 who arrived at Abilene, but failing to meet a purchaser he sent his herd to Junction City, and there disposed of it to an amateur packing company. This packing operation was not a financial success, and the final wind up was as unsatisfactory to the drover as to the packing company. However, Childers got his money, but not without great delay and vexatious wrangling. Each year, for four years, Childress drove fully twenty-five hundred head, mostly beeves, to the Abilene market, but the last year, that of 1871, was one fraught with misfortune to him. He not only lost heavily in business but recklessly squandered many thousands of dollars, so that his finances were not in such shape as to enable him to drive again during the year 1872. But, being a man of indomitable energy, he would not long be idle. Meeting with a Texan, who had secured necessary authority from the Governor of Texas, and many Ranchmen, who had suffered great loss by theft, committed by banditti and cattle thieves from New Mexico, they set out on a raid into that Territory, to recapture the stolen cattle. This was an undertaking fraught with hardship and danger, for those, in whose possession the stolen cattle were found, would not give them up without a struggle, and some times quite a pitch battle occurred, in which more than one Mexican bit the dirt before Childress and his party could accomplish their aim. Although they went in a lawful manner after that that they had a lawful right to take, yet they were compelled to have a detachment of U. S. cavalry as an escort, and to aid them in retaking the stolen property wherever found.

The adventure resulted in recapturing eleven thousand cattle and three hundred horses, which were driven to Colorado and there disposed of to good advantage. Childress wound up his year's work with a snug fortune as a reward for his daring and labor. Although on the trip he was in seven fights, yet he lost no men nor received an injury himself. After closing up his business in Colorado he returned to Western Kansas and from there to Texas, after an absence of two years, to renew his old business occupation of droving. The year of 1873 found his familiar face among the cattle men at Kansas City. There are few drovers, or for that matter few men, of the peculiar type of Childress. A convivial, jolly fellow, always full of fun and frolic, with a heart as large as that of an ox. He will walk boldly into death's jaws to relieve or avenge a friend; has a nerve of iron, cool and collected under fire. Is a deadly pistol shot, and does not hesitate to use one effectively when occasion requires; yet would always rather avoid a quarrel than seek one, but will not shrink from facing the most desperate characters. Nevertheless there are few more kind-hearted men more true to friends than Childress. But to his enemies he presents, in anger, that peculiar characteristic of smiling demoniacally whilst he is plainly and openly maneuvering to shoot them through the heart. However, the reader will be in error if he concludes that Childress is a desperado, for he is not. Upon the other hand many of the finest traits of the true gentleman are his. Generous, scrupulously honorable and honest, chivalric and impulsive; in his heart he wishes every one well, and is never so happy himself as when he can make his friends happy, by performing generous acts of kindness.

CHAPTER IV.

OPPOSITION OF SETTLERS—HOW IT WAS OVERCOME—CONTRACTORS FOR SUPPLYING INDIANS WITH BEEF—FEEDING POOR LO AND FAMILY—HOW IT IS DONE—CAPT. E. B. MILLETT—COL. J. J. MYERS.

We have stated previously that there were but few settlers near Abilene, but in the eastern portion of the county there were quite a thick settlement of farmers, all comparatively poor, struggling hard to make a home and a competence, but with the usual privations, hardships and misfortunes that attend the pioneer settlers of every new country. A full and comprehensive statement of all an average new settler endures before himself and family are comfortable, is a theme that few have done justice, and a theme for a better article than many that find prominent places in the public press of the day.

But the few settlers that were near Abilene became greatly excited about the proposed introduction of Texas cattle in the county, and after talking the matter over privately among themselves they determined to organize a company to stampede every drove of cattle that came into the county, and to this end elected one of the most intelligent of their number to be their captain, and bound themselves in a solemn pledge to stand by each other and to keep up their organization until the proposed introduction of Texas cattle was abandoned. We think certain old seedy politicians whom we have before mentioned, were at the bottom of this organization. However, to conciliate this resistance and dissolve this hostile organization was the work of a day. Word was sent to the captain, a determined fellow, but withal a man of good practical sense, with a sharp eye for the main chance, to call as many of his company as possible to a meeting at his cabin on a designated evening whereat the matter of Texan cattle would be discussed pro and con in a friendly manner by parties representing both sides in interest. When the appointed afternoon came, several Texan drovers who had lately arrived in advance of their herds, to inspect the prospects of Abilene as a cattle market, accompanied the party who was building the shipping facilities at Abilene, to the captain's cabin where a few settlers had gathered, feeling that a fight was quite as likely to be the result of the meeting as anything else. By a previous arrangement made, on the way to the captain's domicile by the cattlemen, the Illinoisan took the "stamp" and proceeded to talk to the settlers in a calm, friendly spirit, and in a manner that impressed every hearer with his sincerity. He told the settlers that he came among them to do them good, not harm, to build them up and not tear them down, to enrich and not impoverish them, to give unto them a home cash market for their farm products and to make their county burg a head center of a great commerce, that would justly excite the envy of every rival town in the valley. Then the speaker pointed out how the immense influx of men camping on the adjacent prairies would need every aliment of life, and told them that if they taxed their little farms to their utmost in raising grain and vegetables, yet they could not furnish a tithe of the amount that would be needed, and of course if the supply was small and the demand great, the prices must and would be exhorbitantly high, and that the only trouble would be that they could or would not furnish one-half the amount needed, no matter what the price might be. In addition to the above named advantages there was that of an opportunity to invest their savings in cheap, young cattle, which would pay one hundred per cent. in ten months and consume only the hay, straw and cornstalks and such unmarketable farm products.

Whilst this little talk was being made, nearly every drover present, by previous arrangement, went to bartering with the Kansans for butter, eggs, potatoes, onions, oats, corn, and such other produce as they might be able to use at camp, and always paying from one-fourth to double the price asked by the settlers. At the conclusion of the meeting the Captain said he had got a "sight" of the cattle trade that was new and convincing to him. "And, gentlemen," said he, "if I can make any money out of this cattle trade, I am not afraid of 'Spanish fever;' but if I can't make any money out of this cattle trade, then I am d——d fraid of 'Spanish fever.'" The entire hostile organization dissolved without any farther trouble, and before a single steer was "stampeded." The captain of the company was accused by his comrades of turning traitor and selling out, but the fact is that his good sense dictated the course he finally took, and but few years elapsed before a substantial frame house and miles of good fencing, with other comforts and substantial improvements, aside from a fine herd of wintered fat Texan cattle, were among the fruits that he enjoyed by following the course marked out and suggested to him at that meeting. Many others who, at the time the cattle trade was first established at Abilene, were living in "dug-outs" or mere hovels constructed of poles and dirt, and whose poverty was extreme, were soon enabled to build themselves beautiful houses, and provide other comforts that they could not have afforded for years later, had it not been for the money expended annually by the stock men in their midst. All these things soon dawned on the minds of many of the settlers, and there was soon a strong cattle trade party among them—men friendly to the trade and powerful enough to neutralize the efforts and influence of the few who remained hostile.

An incident occurred during the fall of 1867 that illustrates the enormous profits, not to say swindles, of contractors for the supply of beef for the Indians, under the old system of feeding poor "Lo" and family. As it illustrates more than one phase of the Western way of doing things, we venture to relate it: A Texan drover, whose herd consisted largely of young stock cattle, arrived at Abilene, and shortly obtained an offer of $11 per head for his stock, which offer he refused, but borrowed $1,000 and went to Leavenworth, and got on a spree, which lasted until the cattle season was over and the grass was killed by the frost and his cattle began to die of poverty and cold. Then he returned, bringing a government contractor with him, who bought his herd at six dollars per head and straightway, after getting from some settlers a half dozen of large rough oxen which he turned in with the herd, proceeded to drive them 140 miles southwest to Fort Larned, where upon arrival he turned the entire herd over to an Indian agent at an estimated average net weight of six hundred pounds gross. The price was six and one-fourth cents per pound net weight, or thirty-seven dollars and one-half per head or a profit of fully thirty dollars per head. When it is remembered that the entire herd would not have averaged four hundred pounds gross, the financial brilliancy, not to say villiany, of the transaction is apparent. But in those days an Indian contract was only another name for a big steal and swindle. Not one contract in each hundred made was ever filled in letter and spirit. Often the cattle would be delivered at an agreed average of net weight greater than the actual gross weight, and when delivered on one day would be stole from the government agent at night and re-delivered the next day. Of course the government agent was entirely innocent and was not conniving with the contractor. Oh no! It is some one else that is on the make, not Indian agents.

They are pure self-sacrificing patriots, and are notorious for their abhorrence of money, for don't they always get poor in a year, when taking care of some little starving remnant of a tribe; and are compelled to remove their families from a sumptuous log cabin to an abhorred brick mansion abounding with lawns, drives, arbors, statuary, and other afflictions peculiar to that class of poverty. It would take volumes to chronicle the unalloyed benevolence and disinterested virtues of that army of noble men who rush to the front of civilization and offer themselves for immolation upon the altar of some Indian agency. The immortal Washington's deeds of love, performed for his enslaved countrymen, pale into the mellow glow of phosphorus, or the "Jack O'Lantern" of the marsh when compared with the brilliant, heroic, self-abnegation of an Indian agent.

We doubt not but that the battalions set to guard the Commissary stores of the pearly eternal city, seen by none of earth save the wandering Peri, will be chosen from the ranks of the Indian Agents of the West.

We are glad to note that under the present system of managing the Indians of the plains, much of the wholesale plundering of the Government has been prevented. But we yet see a greater desire among those who strive to obtain Government contracts for furnishing the Indians with beef, to obtain the supplying of such agencies as are farthest out from civilization, and where superior officials will trouble the contractor with their presence least, and where the facilities for obtaining correct weights are the most limited. Of course this arises from a desire existing in the breasts of the contractors to feed full-blood "Los" instead of half-breeds and mongrels—such as are on the border of civilization and at semi-savage agencies—and in nowise arises from any desire to have an opportunity to perpetrate, in collusion with the Indian Agent, a stupendous swindle on the Government. Oh no! Perish the thought, and blistered be the tongue that says so. By far the larger portion of the cattle consumed by the Northern Indians are bought on the western plains of Kansas, after their arrival from Texas. A lively struggle is witnessed every spring among the drovers who try to get their cattle into the Indian contracts. It now takes between thirty and forty thousand head of cattle annually to feed the Indians of the Upper Missouri country. After purchasing them in Western Kansas, they are put upon the road or trail and driven northward, from four to eight hundred miles, and

UNCLE SAM FEEDING "POOR LO" AND FAMILY.

delivered in installments to the various agencies, and as soon as delivered are slain and devoured by the hungry redskins.

The Regulations require full grown beeves for the Indian supply, but often cows and stock cattle are put in, and are in fact preferred by the Indians to older cattle. A cow forward with calf is a delicious morsel to their palate, especially the unborn calf, which, "From its mother's womb is untimely ripped," is devoured with a relish peculiar to the fastidious epicurian tastes of the "Noble red man." In the winter, that portion of the herd which is held for the last installments during February and March, get very poor, in fact often reel as they walk with poverty and starvation.

For they have been held without sufficient food for months, in a most rigorous climate. Indeed it is not uncommon for the poor brutes to freeze stiff and dead during the bitter cold nights incident to those regions. If they could have a sufficiency of good, nourishing food, they would be able to withstand far greater degrees of cold than that under which they perish miserably. It is not difficult to imagine about what grade of beef—about how fat and juicy—Mr. "Lo" is permitted to gorge himself with, semi-occasionally, during the winter and early spring months. If there are no facilities for weighing provided by Government, it is usual for the contractor and Indian agent to estimate the weight, or "guess off" the herd or lot of cattle about being turned over. Just here is where great frauds upon the miserable Indians as well as the Government are perpetrated. It once was not uncommon to get an estimated average weight fully fifty per cent. greater than the real weight. This sometimes arose from the lack of correct judgment in the agent, but much oftener it was the result of his corrupt villainy. What "arguments" a contractor would be most likely to use in dealing with an agent, both out on the wilds of the Great West, can be easier imagined than described. It is not unfrequent that one-half of the number of cattle only that are contracted to be furnished, are taken to the vicinity of the agency. How a fellow can fill a contract for ten thousand head of cattle, with only five thousand head, is a proposition that most any Indian contractor can solve and explain, if he will. But whatever numbers and whatever weights agreed upon by the agent and contractor, are set forth in a voucher, wherein Uncle Samuel is made the debtor. Upon presentation of these vouchers, properly certified, the Bureau of Indian Affairs in the Interior Department, pays the sum therein called for, or draws a check against the appropriation previously made by Congress for feeding the Indians. Could our readers see those untutored redskins go for the bullock, once it is turned over to them and shot down, it would perhaps go far towards dispelling that halo of sentimentality with which certain dreamy poets and maudlin writers have clothed the degraded, miserable beings. The very parts of the animal that a civilized being rejects as unfit to be eaten in any shape whatever, are the very richest, and first to be devoured dainties, according to Mr. "Lo's" notion of "good things."

Northern men usually obtain the contracts to furnish the Indians with beef, and they contract with Southern drovers to furnish the cattle delivered at, or near the various agencies, at which the Government turns over other supplies, such as flour, meal, bacon, blankets, &c. It requires no small amount of determined will, and stamina, as well as practical knowledge of handling cattle on the plains, to be a successful Northern drover. Their hardships and privations are fourfold greater than are endured by the average driver from Texas to Kansas. The trail is through an unsettled country. The weather stormy and soon bitter cold winter sets in, and there are few comfortable days before the opening of the following spring, which occurs much later than in more Southern latitudes. For several years in succession Capt. E. B. Millett, of Texas, has furnished cattle to Indian contractors for the Upper Missouri River agencies.

He began driving north in 1866, and was one of the drovers who turned their herds east from Baxter Springs along the Arkansas line around or past the blockaded districts of Missouri. On reaching the Mississippi river his cattle were too poor in flesh to put upon the market, and not meeting a Northern feeder to whom he could dispose of his herd, he wended his way into eastern central Illinois, and there went into winter quarters. Buying feed for his cattle until after the lapse of a few months, he was able to sell them, but

CAPT. E. B. MILLETT.

not at such figures as sufficiently paid him for his labor, risk, and hardship endured. When he returned to Texas in the latter part of the winter of 1866, and 1867, it was with the fixed opinion that driving Texan cattle north was unprofitable, and in fact next thing to impracticable. So the following summer of 1867, he was not among the few drovers who ventured to start herds northward, for of that he felt he had had enough. But when the drovers of 1867 returned to Texas and told of Abilene, the Captain was among the first to gather a very choice herd of eight hundred beeves and put them upon the trail to Western Kansas. After carefully driving his herd for about sixty days, after crossing Red river, he found himself and herd in the immediate vicinity of Abilene. Selecting excellent herding grounds convenient to the village, the Captain took up his quarters at the Drovers' Cottage and awaited farther developments, hoping for the appearance of a buyer. He did not wait long, for he had one of the most carefully selected and driven herds that could be found on the market, and it was of this herd that a certain Illinoisan selected two hundred and twenty-four choice beeves, mentioned elsewhere, upon which he essayed to get back some of his losses of the previous year, but with what results suffice it to say that, the Illinoisan's returns from that drove of cattle, good and fat though they were, were fully six thousand dollars less than his investment. The balance of the Captain's herd was sold at remunerative figures to a packer, later in the fall. So the first year's operation was highly satisfactory, and the determination was formed to continue the business. He could fully appreciate the benefits of a shipping depot to which he could bring his herds unmolested by mobs and thieves; where he would stand a good chance of meeting a buyer; or, if he choose, could go unmolested direct to any desired market in the north. The Captain obtained his military title in the confederate army, where he won honorable distinction, and made innumerable friends. Indeed it would be difficult to find a superior example of a high-minded, dignified Southern gentleman than he. Quiet in turn of mind and manner, is never heard talking loud and coarsely, not even to his inferiors or subordinates. Perhaps the entire droving fraternity could not furnish a better student, or one who loves to pass so many of his leisure hours in reading, and there is not in the western cattle trade a better informed or better read man than Capt. Millett. In his various business undertakings he has been at least moderately successful. He has driven from one thousand to eight thousand cattle annually, but seldom, if ever, ships or packs on his own account; always preferring to sell on the plains, and if need be, drive to any desired point in the Territories, to accomplish the desired object. He has spent several winters in the upper Missouri river country, and furnished thousands of cattle to Government contractors for Indian supplies. To Nevada and Idaho he has sent one or more herds and, after wintering and fattening, sold them to the mining villages of those regions. He is a man of great energy and integrity of character, with clear solid business ideas.

The demand for cheap cattle in the Territories, at the close of the war, was very great, and the supplying thereof aided materially in making Abilene a success. For each year there were large numbers of stock cattle brought there from Texas, many more than could have possibly found purchasers, if there had been no territorial demand. Almost every territory in the Union is well adapted to raising cattle, and in each there is and has been more or less demand for beef, from those engaged in mining and other vocations. The markets thus created, always afforded good prices, and that in gold. Besides, just at that time the Union, and Central Pacific Railroads were in process of construction, employing many thousands of men who, of course, had to be fed. All of these circumstances conspired to make an active demand for all grades of cattle, and when it is remembered that a succession of drouthy seasons had destroyed nearly all the cattle in California, it will be seen that the supply must needs come principally from east of the Rocky Mountains.

As we have remarked, the demand for cattle to supply the Territories was great, and the turning of attention of territorial operators to Abilene as a place to buy, greatly aided that point in becoming a complete market—one in which any kind, sort, or sized cattle could either be bought or sold; and the driving of herds purchased at Abilene, to the Territories, became quite as common as driving from Texas to Abilene. There were certain Texan drovers who looked almost exclusively to the territorial operators for buyers for their stock.

In case they succeeded in meeting a purchaser, the drovers would often deliver their herds at some agreed point, in whichever Territory the buyer might desire. In such cases, the same outfit and the same cow-boys that came from Texas with the stock, would go on to its territorial destination. Perhaps the most prominent drover engaged in supplying the territorial demand, is Col. J. J. Myers, of Lockhart, Texas. In June, 1867, during the first visit of the Illinoisan to the West, and whilst his project of a cattle shipping depot was not yet fully determined upon, and whilst stopping temporarily at the Hale House in Junction City, he was introduced to a small sized, quiet gentlemen, who was evidently entering that class upon whose head Time had began to sprinkle her silver frosts. The gentleman was introduced as being late from Texas; and here, thought the Illinoisan, was just the man before whom to lay the plan of the contemplated project, and thus secure the Texan's judgment upon it—whether or not it was plausible or advisable, and if such a shipping depot was created, would the Texan drovers bring their herds to it. So, inviting the venerable gentleman to take a walk, they strolled off to a lumber pile, on a vacant lot, and there sat down, deeply engaged in conversation, for two or more hours; in which time the Illinoisan explained his contemplated project fully, and noted closely the comment and opinions of the Texan drover, for such he proved to be. He there told that young Illinoisan that such a depot, for cattle sale and shipment, was the greatest need of Texan stock men, and that whoever would establish and conduct such an enterprise, upon legitimate business principles, would be a benefactor to the entire Texan live stock interest, and would undoubtedly receive all the patronage that could reasonably be desired. From the hour of that informal interview between the Texan drover and the Illinoisan, the project, such as was soon developed at Abilene, became a fixed fact or purpose in the mind of its projector. There are moments in ones existence when a decision, or a purpose arrived at, shapes future actions and events—even changes the whole tenor of ones life and labor. Such was the effect of the two brief hours spent in conversation by the Texan drover and the Illinoisan. When they shook hands and parted, there existed in the breast of the Illinoisan an impression that he had been talking to a sincere, honest man, who spoke his convictions without deceit or without any desire whatever to mislead any one, but with a firmly fixed determination to give only correct information. The decisions and determinations formed at that interview, fixed the life and labor of the Illinoisan. That Texan drover was Col. J. J. Myers, a man of that peculiar build and statue that can endure untold physical hardships without fatigue. There are few men in the West or Northwest who have so thorough a knowledge—gathered from actual travel and observation—of all the Territories of the Union, as Col. Myers. One of his early tours over the West was made across the continent

COL. J. J. MYERS.

with John C. Fremont, on his famous exploring expedition. This occurred almost forty years ago, when the Colonel was but a youth, just entering into vigorous manhood. Such a strong desire to roam became implanted in his bosom, that he did not give himself rest until he had traversed almost every foot of territory between the Mississippi river and the Pacific ocean. And when he had seen all that dame Nature had to show, he turned his attention to stock ranching in Texas, making his home at Lockhart. He too was a drover in 1866, and endured all kinds of outrages before he was able to sell his herd. But in 1867 he decided to drive into Western Kansas, and so flank all settlements, and take his chances to find a purchaser some where on the frontier, but just where he could sell, he did not know. The Colonel was among Abilene's first patrons and warmest friends, and so long as it was a market, he annually made his appearance with from four thousand to sixteen thousand head of cattle; which, of course, were driven in several herds, never more than three thousand head in one herd.

The class of cattle the Colonel usually drove was just suited for the territorial demand; therefore, he never shipped but few car loads. For four years he sold his herds to parties living in Salt Lake, genuine Mormons of the true polygamist faith, and delivered his stock to them in Utah. The Mormons, as all well know, are very clannish people and, especially the lay members, are little disposed to trade with, or buy anything of a Gentile. Therefore, to avoid this religious prejudice, and in order to get into and through the Territory without trouble, or having to pay exorbitant damage bills to the Latter Day Saints; it was his practice to instruct his men to tell every resident of Utah they met, that the cattle belonged to Heber Kimball, one of the elders or high priests in Mormondom. No matter whose farm the cattle run over nor how much damage they done to crops it was all settled amicably by telling the residents that the cattle were Elder Kimball's. No charge or complaint was ever made, after that statement was heard, and it did appear that if Heber Kimball's cattle should run over the saints bodily and tread them into the earth, it would have been all right, and not a murmur would have been heard to escape their lips. When the cattle reached their destination, the Colonel never went near them, but allowed Elder Kimball to dispose of them always as if they were his own, which he could do at a rapid rate. The Mormons appeared to consider it a great privilege to buy of the Sainted Elder, although they were paying from one to three dollars in gold more per head for the cattle than they would have had to pay to the Gentile drover. Indeed, they would not have bought the same stock of the Gentile at any price. When it is known that this people are such complete dupes of cunning smart men, is it any wonder that they submit to be plucked like a goose, for the benefit of their quondam keepers? Or is it anything strange that their leaders manage to get immensely rich? But Utah, notwithstanding her great city and her immense mining population, has now more than a supply of cattle for her own consumption, and is beginning to export cattle to Chicago and the east.

Several thousand head of fat beeves were driven from Utah over the mountains to Cheyenne and there shipped to Chicago during the year 1873. So there is no longer a demand for stock cattle in that Territory. There are few Texan drovers who handle or drive more cattle from Texas than Col. Myers—few are more widely or favorably known than he. He is a man of great experience and solid judgment, and one that has few enemies, but wherever he is known his name is spoken with respect, akin to love and admiration. He is a man true to his pledges, and one who would not reap advantage from, or oppress a fellow man, simply because he had the power, or the legal right to so do. When he is given the title of "A father in Israel" among the drovers, there will found few, if any, who will dispute his right or his worthiness of the appellation.

CHAPTER V.

GATHERING CATTLE TO DRIVE TO MARKET—CUTTING OUT—ROAD BRANDING—STARTING ON THE TRAIL—A CAMP WAGON—COW BOYS—J. W. TUCKER—WILLIS M'CUTCHEON—J. H. STEVENS.

We have seen something of the production of live stock in Texas, let us now before going farther into the history of the cattle trade, look briefly at the life and labor of a drover, or one who markets cattle.

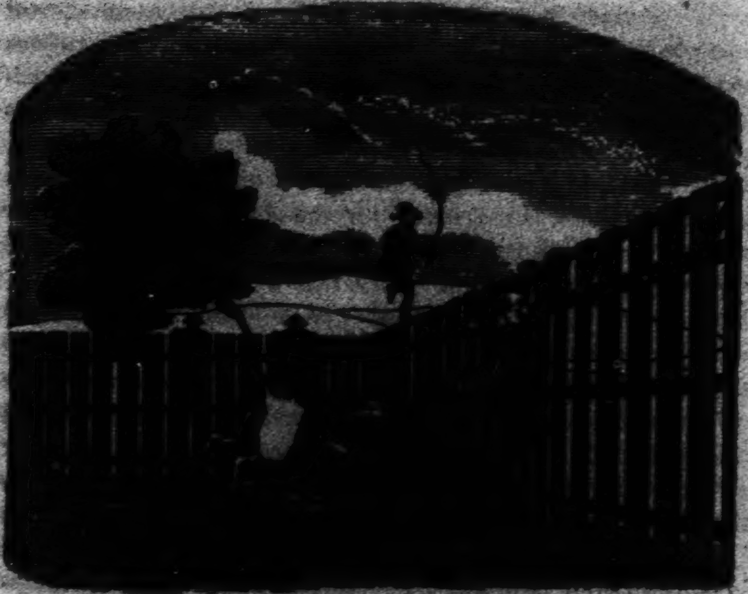
Many owners of large ranches and stocks of cattle are drovers also, not only of their own production, but buy of others and drive them also, however, the lines of business are regarded as distinct, and as is the case in other differing vocations, most men are not adapted by nature to both occupations. The life of the ranchman is common place and routine in duties and labors, whilst that of the drover is ever subject to changes, new combinations of circumstances as well as new acquaintances and new scenery, always attended with more or less excitement arising—if not in the events that do actually occur, then in the hope of good markets, large profits and sudden fortune.

Let us trace the foot-steps of the drover who has determined to drive to the Northern market; early in the year he determines to drive, and straightway goes into the section from which he has decided to bring his herd; and riding from one ranch to another, contracts with the owner or his agent at the ranch, for the delivery at a given place, usually at the corral, of a certain number of cattle of whatever age he may have decided to drive. Droves are usually largely composed of what are termed "Beeves," that is a steer four years old or older, and it matter not whether he weighs seven hundred pounds gross or seven tons gross, so he is the proper age, he is a "beef" and counts one and only one, and it matters not whether he be lean or fat, thrifty or scrubby, if he is four years or fourteen years old he is "beef," and a drove thereof is styled a drove of "Beeves." Our drover pays but one price to all ranchmen, and when he has completed his contracts and whilst the ranchman is gathering the stock to fill them, the drover rides to some horse ranch and buys the necessary saddle horses, i. e.: gets up a "cavvie yard," also a wagon for hauling camp supplies, and then secures the necessary number of cow boys to aid him in driving, not forgetting to obtain a cook whose duties on the road in addition to cooking is to drive the camp wagon, and to take care of the usual regulation supplies. When the day for receiving his purchases arrives, the drover with his outfit of hands and camp equipage puts in an appearance at the designated place, and all such cattle as will fill the contract are received, and often many that do not fill the contract are taken simply because a custom has obtained to take almost everything the ranchman has gathered, and a drover who will not do so is termed very particular and illiberal, a reputation that they abhor, so thus often the drover is pulled into taking animals that he never bought, and that his business sense tells him he should not take. And this is the reason, more than anything else, why so few really select droves of Texan cattle reach the Western market. It is no lack of judgment but because it is the custom to take almost everything that is gathered by the ranchman. Again, these contracts are usually verbal only; and to be particular would lead to wrangles and differences of memory and understanding, which are not pleasant to the drover. The ranchman in gathering the stock to fill his contract, drives together, or, in drover parlance, "rounds up" a large number of cattle of all ages and sexes, and whilst from six to ten cow boys hold the herd together the ranchman with

"CUTTING OUT."

one or two assistants separate such as are suitable. This process is termed "cutting out."

The process of "cutting out" is one that requires skill and expert horsemanship, both of which the experienced cow-boy invariably possesses in a high degree, especially the latter, for it is indeed a desperately bad cow-pony that he cannot ride. The reputation of Texas for horsemanship is national, and needs no eulogiums in this place. To accomplish the greatest amount of labor with the least effort and the least amount of hard riding, two cow-boys work together. When a beef is selected to be "cut out," he is adroitly and quietly maneuvered to the outskirts of the round-up, and when the opportune moment occurs, the cow-boys dash at him, and, before he is aware of it, is on the outside of, and separated from the herd; but no sooner does he discover the situation, than he makes a desperate effort to regain his comrades, and just here is where the skill of the cow-boy is put in requisition. Whilst one rides beside the steer, the other rides just behind him, to prevent or check any sudden change of direction that the frantically excited bovine may chose to make in his efforts to to get back with the herd, which he tries desperately to do, and persists in trying so long as there is a shadow of a chance to outrun his pursuers. Often the race is close and the contest exciting, and sometimes the outer circle of the round-up will be run more than once, before the beef will be induced to abandon the effort to get back into the herd. But when he finds himself outrun and out generaled, he will toss up his head and look for the comrades which have been previously cut out, and are being held a few hundred feet distant. In the beginning of the cut-out, a few gentle cows or working oxen are driven a short space from the round-up and held, to form a nucleus, to which those cut out gather. Cutting out is always done on an open, smooth spot of prairie, and never done inside a corral, as a Northern man handles or separates his cattle. When North with their herds, a Texan drover always prefers the prairie to any inclosure to handle his stock, for there, mounted on his pony, he feels at home and knows just how to manage; besides he has a fixed, constitutional prejudice against doing anything on foot that can possibly be done on horseback, not to speak of the almost universal fear they entertain of being among their stock on foot. They are justified, to some extent at least, in indulging this wholesome fear; for but few Texan bullocks will hesitate, when inclosed alone in a strong corral, to show decided belligerent proclivities, or to furiously charge the venturesome wight who dares to show himself on foot within the inclosure. Occasionally, whilst loading a herd upon cars, a bullock will become detached from his comrades, and, almost invariably, so soon as he finds himself alone, without ability to escape, will manifest a disposition to fight anything or anybody that may chance to be in sight. Often considerable difficulty is experienced in getting him to any desired place. A Northern man, unaccustomed to handling Texan cattle, will often rush into the corral wherein is a single bullock. He will have scarcely got cleverly in the corral before the bullock, with arched back, downset head, extended nostrils, and glaring, fiery eyes, darts toward his supposed adversary, who, suddenly taking in his dangerous situation, but too late to retreat by the way of his entree, rushes post haste to the nearest fence, which is usually so high he cannot spring to the top of it; but reaching the top with only his finger tips, draws his body as high as possible, and clinging to his hold with frantic grip, yells lustily for help. In the meantime the bullock, failing to pin the body of the man to the wall, puts in vicious strokes with his horns at the dangling coat-tails and posterior of the thoroughly alarmed man. When the frightened fellow is relieved from his perilous attitude, he finds, on casual examination, his coat-tails in shreds, and the seat of his unmentionables ripped in a shocking manner, much resembling a railroad map of a western commercial metropolis. He does not want to either sit down or lay down on his back. This excites his profound disgust, and he is an immediate applicant to borrow or buy a



RECEIVING A RAILROAD MAP.

new suit of clothes. At all events he is fully decided that driving Texan critters on foot is not his best forte, and he has a modified opinion of his own prowess as a live stock driver. At another time, when he attempts to drive or cut out a Texan bullock, he decidedly prefers the horseback mode. But to return to the main subject.

Those cut out are held under herd until others are added from other quarters, and when finally the required number is got together they are taken to the corral, herded in day time and corraled at night until the day of delivery to the drover comes, when, as I have before stated, he is expected to take all gathered for him.

As fast as the drover receives the various detachments of his drove, they are by his own men driven to some previously secured corral, and when all are in and the herd is complete then the job of road-branding begins, which by the aid of plenty of help, is soon completed. All things being ready, a start is made, but not before the drover has secured and recorded a bill of sale from each ranchman or his lawful agent from whom the stock was purchased. The bill of sale sets forth not only the ranch brands, but all the ear marks. The appearance of a bill of sale is much like Egyptian hieroglyphics. The more a northern man looks at one the less he knows about it. But it is necessary for the drover to have it, for without it the officers of the law would regard him as a thief, and of course arrest him. Now that a start is once made, hard driving for the first few days is the custom. For several reasons this is done; first, in order to get the stock off of their accustomed range, whereon they feel at home, and know all the country, and are much harder to keep under control than when on strange ground. Second, it is done to break or accustom them to being driven, at the same time to tire them by hard traveling so they will feel at nightfall like lying down and resting instead of running off, as they would be sure to do if they were not fatigued. We have heard drovers say that they traveled the first three or four days at the rate of twenty-five or thirty miles per day. But as soon as the cattle are driven off of their usual range, and are got on to the regular trail, the distance of a day's drive is reduced to ten to fifteen miles each day. They are permitted to go out on the range in the morning early and to feed, care being taken that they be kept headed in the direction the drover is desirous of going. They will feed along for two or three miles, then turn into the trail and travel three or four miles, when after drinking their fill of water, they will lie down and rest from two to four hours in the middle of the day. Getting up from their beds, they soon turn from the trail upon the grass and take their afternoon feed preparatory to being rounded up for the night. When upon the bed ground one or more men remain with them during the silent hours of the night, being relieved by regular relays from the camp, much as the soldier upon guard is relieved. With each herd are about two men to every three hundred cattle, and each man

CAMP WAGON ON THE TRAIL.

should have at least two saddle horses, which he rides alternately, they living exclusively upon the grass. The extra horses not under the saddle are called the cavvie-yard, and are driven behind the camp wagon, which is drawn by one or more yokes of oxen, and is often a cumbersome, rude cart, made with an eye to strength rather than beauty, and is made the receptacle of the provisions and camp outfit.

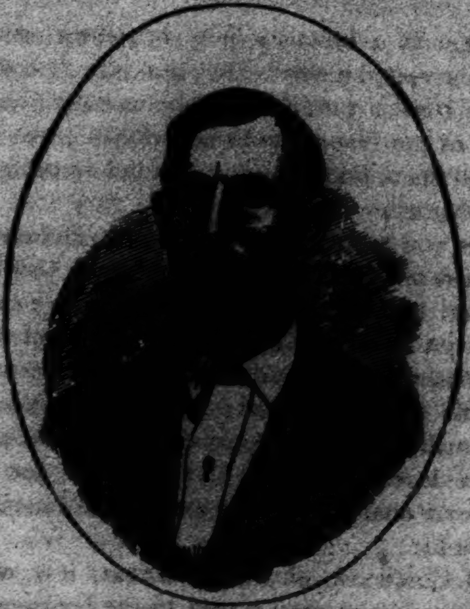
To drive a drove of cattle properly more patience and perseverance than labor is required.

The cattle are often shamefully abused on the road. Especially is this the case when Mexican help is employed, for they will not drive any other way than in a rush, and have no more feeling or care for dumb brutes, either cattle or horses, than they have for a stone. Their heartless cruelty is proverbial, and we have yet to see a drove of cattle driven by them or a cavvie-yard used by them that was not as poor as wood. They are the dearest help in a long run that a drover can employ, although they will work for considerable less wages than white boys. But unless their "boss" keeps them under strict surveillance they are intolerably impudent and mean.

An Indian would not be more treacherous than are some of the Mexican cow boys. Several instances of brutal murders of the men in charge of herds have been perpetrated by the Mexican cow boys, employed to drive to Western Kansas. Nothing but gold will pay them for their services. The idea that greenbacks are of value does not, and cannot be made to enter their understanding, and they will accept one-third or one-half wages, if it is only paid in gold. But we would not do them injustice, for many of them are good faithful help, and true to the interests of their employers. But as a rule they are unprofitable as well as unreliable help.

Many traders of moderate capital do a profitable business in Texas in getting together herds ready for the trail, then selling out to some regular drover. Quite a number of young energetic men, have thus made considerable sums of money. In fact laid the foundation of future fortunes in this manner.

Perhaps no better specimen of a local Texan trader could be presented than J. W. Tucker, of Trio City, Texas. Born in Georgia, but reared to young manhood in Alabama, he turned his steps toward Texas at the age of nineteen, and spent several years in traveling over the State, running upon first one stage route, then upon another, thus getting a complete knowledge of the geography of Texas, as well as of the ways of the world. Becoming dissatisfied with the precarious life of the stage-driver, he turned his attention to the local cattle trade, and for five years did little else than furnish herds to drovers, who forwarded them to market. Having thus obtained a thorough, practical knowledge of the cattle business, and acquired sufficient means, in the year 1872 Mr. Tucker determined to try the trail with a herd, on his own account, and we need only add that such were the results of his first effort, that the succeeding year found him again upon the market with another herd of eighteen hundred head of fine



J. W. TUCKER.

cattle, for which he soon found a buyer at satisfactory prices. But the spirit of speculation was abroad in his breast, and but little time elapsed—after selling out—before he purchased about two thousand head of superior cattle in Western Kansas, which in consequence of the wide spread financial panic of 1873, he was not able to dispose of at prices that would justify him in selling. Fortunately an opportunity presented itself, and he put them to feed in large distilleries at Peoria, Illinois.

Mr. Tucker is a remarkable quiet drover, seldom having anything to say, and never heard talking in a boisterous manner. But his quiet turn and affable manners, mark him as a yonng man of generous impulses and manly aspirations, and one who will make good impressions and enduring friendship wherever he goes.

Wherever you meet a man who in his childhood was trained to business and labor as a cattle drover, you find a being whose second nature and greatest delight is to be with live stock. No endearments, of home, or profits of a more quiet or routine business, can retain or allure him from persistently following his favorite pursuit; no matter if it is not half so profitable, really, as are other more quiet, unexciting employments. He loves the drove and the trail, the risk, excitement, and ever changing scenes and circumstances incident to the drover's life.

Willis McCutcheon, of Austin, Texas, is a native of the Lone Star State, and was reared to the business of farming and stock ranching. He accompanied his father with a herd of cattle, which was one among the few driven North as early as the year 1857. At that time Willis was but a boy, but his memory of events occurring on that trip—then the greatest one of his life—is as distinct as though they had transpired but yesterday. They crossed the Missouri river near Independence, and met a purchaser for the herd at Quincy, Ill., at the remunerative price of twenty-five dollars per head, in gold, which afforded a snug profit. This early induction into the life of the drover, had a marked effect in shaping McCutcheon's future; for no sooner had he arrived at the years of maturity, than he selected a location in the stock regions of Texas, and went largely into stock raising, Always selling at home when an opportunity presented itself but driving to other markets when the home purchaser failed to put in an appearance. In connection with his associates in business, he has gathered and marketed many tens of thousands of cattle.

WILLIS McCUTCHEON.

During the civil war he furnished the Confederate army with thousands of beeves, and at its close began driving cattle. In 1866, when he learned of the blockade in Southeast Kansas and Southwest Missouri, he had his herd turned westward, and drove around the settlements of Western Kansas and landed it in Iowa, where good prices were obtained. During the year 1865 he drove several herds to Mexico; also made several trips to New Orleans with cattle. Not liking his experiences in 1866, he stayed upon his ranch the following year; but in 1868 engaged with his associates in driving about twelve thousand head of cattle to the mouth of Red river, where they were delivered to certain Chicago gentlemen, to whom they had been previously contracted. The cattle were put upon river steamers, in crowded, hot quarters, without room to feed, water, or lay down to rest, and shipped to Cairo, Ill., and there carried up into the central and eastern portion of that State. This importation of cattle into Illinois was a sad misfortune to the sections of country that received them, and a calamity in its effects to the State of Texas. Just how this was, will appear elsewhere. However McCutcheon did well and returned to his home satisfied with his summer's work. But the habit of driving cattle—much like that of shipping them—once formed, is hard to break up. Home and life on the ranch seems too quiet, and the excitement of a trip off is longed for, to break the dull monotony of existence. So the years of 1869, '70, '71, '72 and '73, found McCutcheon's herds en route for the Western Kansas market, in which he has disposed of about two thousand head annually.

Willis McCutcheon is one of those substantial, matter-of-fact, every day kind of men, that you feel instinctively will do to tie to, and when you look into his frank, open countenance, a sense of his straightforward manner of life and business integrity impresses you. You feel that in him—a true, big hearted man, who could not have pleasure in a mean, dishonorable transaction—you can rely with safety.

The civil war was, in its effects upon the agricultural interests of the South, a complete revolutionizer, and bankrupter. Many whose lands were valuable for purposes of cultivation, and whose wealth consisted in agricultural lands and slaves, suddenly found themselves without laborers, and their lands so depreciated in market value, as to be almost worthless. The owners of these departed fortunes, in many cases became vagabond loafers, spending their dispairing hours lounging in bar-rooms, hotels and other public places; never tiring of the story of their calamity, and ever trying to maintain the semblance at least of that genteel dignity, once the pride of a Southern slave owner. Although the effort generally results in but a seedy appearance, and frequent loud declarations of their "high tone." Other planters who became bankrupt, or nearly so, by the war, were able

J. H. STEVENS.

to rise, superior to their misfortunes, and after fully taking in the situation, turn their energies and efforts to some promising field of industry, and therein put forth noble efforts to retrieve their damaged fortunes. To this latter class belongs J. H. Stevens, whose magnificent plantation or farm of fifteen hundred acres, once in high state of cultivation, became, to him worthless, nor can it be sold for anything now, although, before the war, twenty dollars per acre in gold was its market value. It is not profitable to hire laborers and cultivate it.

So it is allowed to lay awaste, whilst its owner has turned his face to stock-driving; sometimes horses are driven exclusively, and sold in Missouri or Illinois. In later years cattle have received his undivided attention, of which he annually drives about four thousand head; first to western Kansas, then if no buyer is found there, he goes on to some one of the more northerly territories, or delivers them to some Government contractor, to be turned over to the Indians.

Mr. Stevens has been a constant driver since 1868, and has each year driven larger herds, or more of them, than the previous year. He is a substantial solid man, of good practical sense and fine judgment, and one that has a large list of friends. His quiet, affable manner, and air of genuine courtesy, attract the attention of observing men, who are always able to discern in him the true North Carolina gentleman.

CHAPTER VI.

HERD ON THE TRAIL—SWIMMING A RIVER—STORM AND STAMPEDE—ARRIVAL IN KANSAS—APPRECIATIVE FRIENDS OF ABILENE—EX-GOVERNOR CRAWFORD AND OTHERS—A CHICAGO SWINDLER—A POPULAR SCOUNDREL—NUMBER OF CATTLE DRIVEN 1867—WHAT WAS DONE WITH THEM—BLACKMAILING RAILROAD OFFICIALS—J. D. REED—MAJ. SETH MABRY.

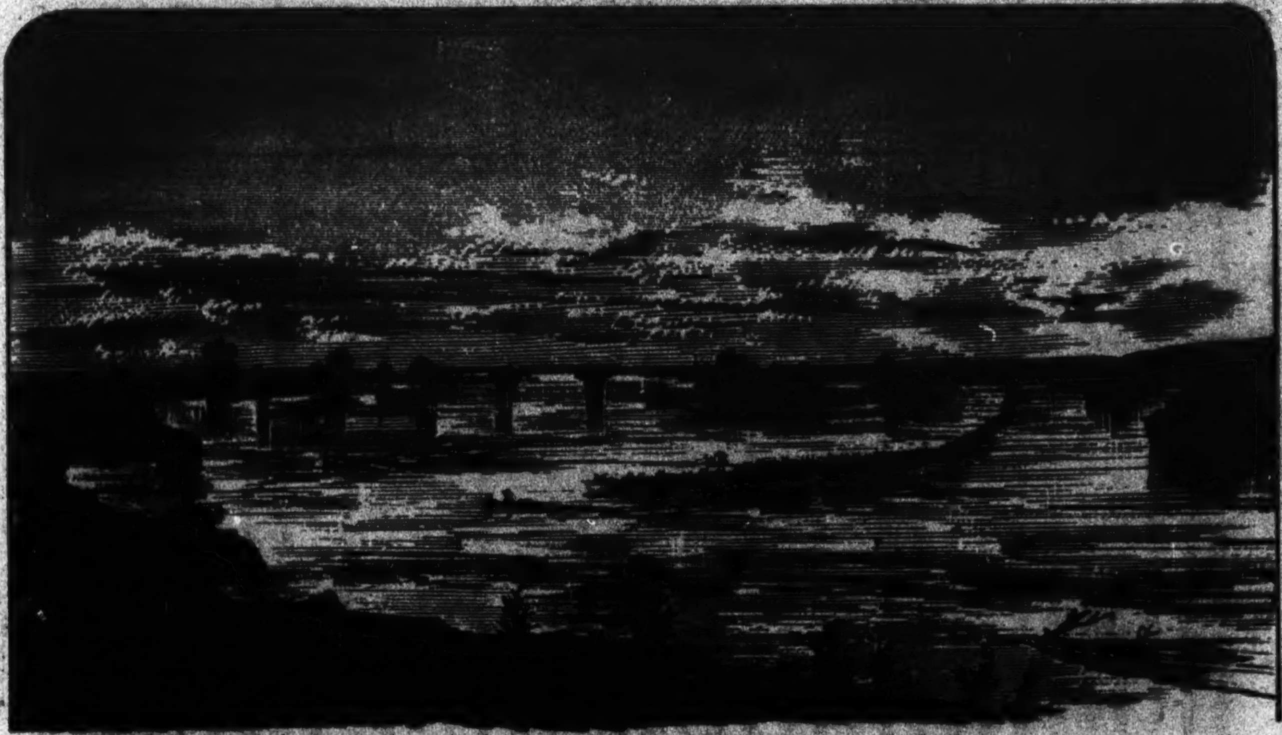
We left the herd fairly started upon the trail for the northern market. Of these trails there are several, one leading to Baxter Springs and Chetopa, another called the "old Shawnee trail" leaving Red river and running eastward, crossing the Arkansas not far above Fort Gibson, thence bending westward up the Arkansas river; but the principal trail now traveled is more direct and is known as "Chisholm trail," so named from a semi-civilized Indian who is said to have traveled it first. It is more direct, has more prairie, less timber, more small streams and less large ones, and altogether better grass and fewer flies—no civilised Indian tax or wild Indian disturbances—than any other route yet driven over, and is also much shorter in distance because direct from Red river to Kansas. Twenty-five to thirty-five days is the usual time required to bring a drove from Red River to the Southern line of Kansas, a distance of between 250 and 300 miles, and an excellent country to drive over. So many cattle have been driven over the trail in the last few years that a broad highway is tread out looking much like a national highway; so plain, a fool could not fail to keep in it.

One remarkable feature is observable as being worthy of note, and that is how completely the herd becomes broken

COL. O. W. WHEELER'S HERD, EN ROUTE FOR KANSAS PACIFIC RAILWAY, IN 1867.

to follow the trail. Certain cattle will take the lead, and others will select certain places in the line, and certain ones bring up the rear, and the same cattle can be seen at their post, marching along like a column of soldiers, every day during the entire journey, unless they become lame, when they will fall back to the rear. A herd of one thousand cattle will stretch out from one to two miles whilst traveling on the trail, and is a very beautiful sight, inspiring the drover with enthusiasm akin to that enkindled in the breast of the military hero by the sight of marching columns of men. Certain cow-boys are appointed to ride beside the leaders and so control the herd, whilst others ride beside and behind, keeping everything in its place and moving on, the camp wagon and "cavvie-yard" bringing up the rear. When an ordinary creek or small river is reached the leaders are usually easily induced to go in, and although it may be swimming, yet they scarce hesitate, but plunge through to the northern shore and continue the journey, the balance of the herd following as fast as they arrive. Often, however, at large rivers, when swollen by floods, difficulty is experienced in getting over, especially is this the case when the herd gets massed together. Then they become unwieldy and are hard to induce to take the water. Sometimes days are spent, and much damage to the condition of the herd done, in getting across a single stream. But if the herd is well broken and properly managed, this difficulty is not often experienced.

As soon as the leaders can be induced to take to the water, and strike out for the opposite shore, the balance will follow with but little trouble. Often the drover can induce the leaders to follow him into and across the river, by riding ahead of them into the water and, if need be, swimming his horse in the lead to the opposite shore, whilst the entire herd follow much in the same order that it travels on the trail. It sometimes occurs that the herd will become unmanageable and frightened after entering the water and refuse to strike out to either shore, but gather around their leaders and swim in a



SWIMMING A RIVER.

circle round and round very similar to milling on the ground when frightened. The aspect is that of a mass of heads and horns, the bodies being out of sight in the water, and it is not uncommon to loose numbers by drowning. When the herd gets to milling in the water—to break this mill and induce the leaders to launch out for the shore—the drover swims his cow pony into the center of the mill and, if possible, frightens the mass of struggling whirling cattle, into separation. Not unfrequently the drover is unhorsed and compelled to swim for his life; often taking a swimming steer by the tail, and thus be safely and speedily towed to the shore.

Swimming herds of cattle across swollen rivers is not listed as one of the pleasurable events in the drover's trip to the northern market. It is the scarcity of large rivers that constitutes one of the most powerful arguments in favor of the Chisholm trail. Nevertheless it is not entirely free from this objection, especially during rainy seasons. When the herd is over the stream the next job is to get the camp wagon over. This is done by drawing it near the water's edge and, after detaching the oxen and swimming them over, a number of picket ropes are tied together, sufficient to reach across the river, and attached to the wagon which is then pushed into the water and drawn to the opposite shore, whereupon the team is attached and the wagon drawn on to solid ground.

Few occupations are more cheerful, lively and pleasant than that of the cow-boy on a fine day or night; but when the storm comes, then is his manhood and often his skill and bravery put to test. When the night is inky dark and the lurid lightning flashes its zig-zag course athwart the heavens, and the coarse thunder jars the earth, the winds moan fresh and lively over the prairie, the electric balls dance from tip to tip of the cattle's horns—then the position of the cow-boy on duty is trying far more than romantic.

When the storm breaks over his head, the least occurrence unusual, such as the breaking of a dry weed or stick, or a sudden and near flash of lightning, will start the herd,

MIDNIGHT STORM AND STAMPEDE.

as if by magic, all at an instant, upon a wild rush, and woe to the horse, or man, or camp that may be in their path. The only possible show for safety is to mount and ride with them until you can get outside the stampeding column. It is customary to train cattle to listen to the noise of the herder, who sings in a voice more sonorous than musical a lullaby consisting of a few short monosyllables. A stranger to the business of stock-driving will scarce credit the statement that the wildest herd will not run so long as they can hear distinctly the voice of the herder above the din of the storm. But if by any mishap the herd gets off on a real stampede, it is by bold, dashing, reckless riding in the darkest of nights, and by adroit, skillful management that it is checked and brought under control. The moment the herd is off, the cow-boy turns his horse at full speed down the retreating column, and seeks to get up beside the leaders, which he does not attempt to stop suddenly, for such an effort would be futile, but turns them to the left or right hand, and gradually curves them into a circle, the circumference of which is narrowed down as fast as possible, until the whole herd is rushing wildly round and round on as small a piece of ground as possible for them to occupy. Then the cow-boy begins his lullaby note in a loud voice, which has a great effect in quieting the herd. When all is still, and the herd well over its scare, they are returned to their bed-ground, or held where stopped until daylight.

Often a herd becomes scattered and run in different directions, in which case the labor is great to collect them, some will run a distance of twenty or thirty miles before stopping and turning out to rest, after which they will travel on at a rapid rate. Many times great loss in numbers and condition is sustained by a single stampede, and a herd, when once the habit of running is formed, will do but little good in thrift—if they do not become poor and bony and get the appearance of gray hounds. And the habit, once contracted, is next to impossible to break up and get the cattle to be quiet and thrifty, save by putting them in small herds, or fenced pastures, and this will not always remedy the evil or break up the habit.

During rainy, stormy seasons, herds of cattle are apt to form the habit of stampeding every cloudy or stormy night. And although they may have long been off of the trail, held on good grazing ground, yet they are very liable to form the habit of running. It is generally the case that less than a score, often less than a half dozen of old, wild, long legged beeves, do the mischief, by getting a chronic fright, from which they never do recover; nor are they ever afterwards satisfied unless they are on the run. They would rather run than eat, any time, no matter how empty of food they may be. Stampeding becomes a mania with them, and, day or night, they seem to be looking for or studying up a pretext to set off on a forty mile jaunt. How well one stampeder gets to know every other stampeder in the herd, is astonishing, and they may be seen close together at all times, as if counseling how to raise Cain, and get off on a "burst of speed." The moment anything happens that may startle the herd, no matter how little, every chronic stampeder in the herd sets off at full speed, hooking and goring every steer before or upon either side of him. It does seem as if they had become possessed of several such devils as stampeded the swine into the sea in ancient Judeah. It is actual economy to shoot down, if you cannot otherwise dispose of, a squad of these vicious stampeders; and often the prudent herder will order a single car, cut out, and ship off every stampeder he may have in his herd; not that he expects to get anything of much account for them, for they are generally very poor and lean, but simply to abate them and their pernicious example and influence on the balance of the herd. The way the cowboy takes sublime pleasure in prodding a lot of stampeders into a car and sending them off, he cares not where, is beyond expression and beggars description. You should hear him pronounce his parting blessing on the brutes as the engine moves off with the car in which they are confined. The expreſsion would not create an exalted opinion of the cow-boy's piety. For he could tell you of the unnumbered sleepless hours they have cost him, and how many times they have caused him to leave his couch of sweet slumber, mount his horse and ride through darkness and storm to overtake and bring back the herd from following the racy stampeders, and now that they are gone, words fail to tell his joyous delight.

Drovers consider that the cattle do themselves great injury by running round in a circle, which is termed in cow-boy parlance, "milling," and it can only be stayed by standing at a distance and hallooing or singing to them. The writer has many times sat upon the ſence of a shipping yard and sang to an enclosed herd whilst a train would be rushing by. And it is surprising how quiet the herd will be so long as they can hear the human voice; but if they fail to hear it above the din of the train, a rush is made, and the yards bursted asunder, unless very strong. Singing hymns to Texan steers is the peculiar ſorte of a genuine cow-boy, but the spirit of true piety does not abound in the sentiment.

We have read of singing psalms to dead horses, but singing to a lot ot Texan steers is an act of piety that ſew beside a Western drover are capable of. But 'tis said that "Music hath charms that soothe the savage breast," or words to that effect, and why not "soothe" a stampeding Texan steer? We pause, repeating, why not?

After a drive of twenty-five to one hundred days, the herd arrives in Western Kansas, whither, in advance, its owner has come, and decided what point at which he will make his headquarters. Straightway a good herding place is sought out, and the herd, upon its arrival, placed thereon, to remain until a buyer is found, who is diligently sought after; but if not found as soon as the cattle are fat, they are shipped to market. But the drover has a decided preference for selling on the prairie, for there he feels at home and self possessed; but when he goes on the cars he is out of his element, and doing something he don't understand much about, and don't wish to learn, especially at the price it has cost many cattle shippers.

Before going further into the history of the development of the Western cattle trade, simple justice demands that we mention some of the very few who did have an appreciative conception of the Abilene enterprise. First on the list is ex-Governor Crawford, then Governor of Kansas, who seemed to comprehend in the fullest sense the magnitude and importance of the undertaking, and freely gave a letter commending the point selected and the parties engaged thereat. This action of the Governor brought down upon his head the bitter maledictions of certain pot-house politicians, whose pet schemes, shaped by the famous "Texas Cattle Law" of Kansas—passed by the legislature during the previous winter—was ruined by the success of Abilene, and all the bright visions of wholesale plunder dissipated as is the mist by the sunshine. Others thought the Governor had made a grave error in encouraging Texan drovers to bring their stock to Kansas. But to such he said: "I regard the opening of that cattle trail into and across Western Kansas, of as much value to the State as is the Missouri river." But sound and sensible as this statement now appears, it was then regarded as heretical to the best interests of Kansas. Few now will maintain that his words were not prophetic and true. Governor Crawford is one of the few pure and patriotic statesmen of which Kansas can boast, and deserves the highest confidence of her citizens.

Among the editorial fraternity, M. W. Reynolds, then of the Lawrence "Journal," now of the Parsons "Sun," was a staunch, true friend of Abilene. Unpaid and unsolicited, he was ever ready to write up in kind, truthful words the steady progress and development of the Abilene cattle trade. And justice forbids that we should fail to remember Mr. Prescott, of the Leavenworth "Commercial," who often spoke effective words in behalf of Abilene. Other editors casually noticed it, but generally in an unappreciative manner, often showing how incredulous they were of the ultimate success of the enterprise. A correspondent of the New York "Tribune," Mr. Samuel Wilkison, took notes in August, 1867, of the enterprise, and what was proposed to be accomplished, and wrote it up in a highly sensational style in a column and a half article under the title of "The story of a Cattle Speculator." Nothing was more evident to the readers of that effusion than the patent fact that its author had more stupid incredulity than brains. He regarded the whole affair as a visionary farce of which nothing tangible could be realized.

We have in a former paper said that Texan drovers, as a class, were clanish and easily gulled by promises of high prices for their stock. As an illustration of these statements, we cite a certain secret meeting of the drovers, held at one of the camps in '67, whereat they all, after talking the matter over, pledged themselves to hold their cattle for three cents per pound, gross, and to sell none for less. One of the principal arguments used was that their cattle must be worth that price, or those Illinoisans would not be expending so much money and labor in preparing facilities for shipping them. To this resolution they adhered persistently, refusing $2.75 per 100 lbs, for fully 10,000 head, and afterwards failing to get their three cents on the prairie for their cattle, shipped them to Chicago on their own account and sold them there at $2,25 to $2.50 per 100 lbs, and out of that paid a freight of $150 per car, realizing from ten to fifteen dollars per head less than they had haughtily refused upon the prairie. Some of them refused to accept these prices, and packed their cattle upon their own account. Their disappointment and chagrin at their failure to force a buyer to pay three cents per pound for their cattle, was great and bitter, but their refusal to accept the offer of 2¾ cents per pound was great good fortune to the would-be buyers, for at that price $100,000 would have been lost on ten thousand head of cattle. An attempt was made the following year to form a combination to put up prices; but a burnt child dreads the fire, and the attempted combination failed, and every drover looked out sharply for himself.

Now one instance touching their susceptibility to being gulled by fine promises. In the fall of 1867, when Texan cattle were selling at from $24 to $28 per head in Chicago, a well dressed, smooth-tongued individual put in an appearance at Abilene and claimed to be the representative of a certain (bogus) packing company of Chicago, and was desirous of purchasing several thousand head of cattle. He would pay Chicago prices at Abilene, or rather than be particular, five or ten dollars per head more than the same cattle would sell for in Chicago. It was astonishing to see how eagerly certain drovers fell into his trap and bargained their cattle off to him at $35 per head at Abilene, fully $15 more than they would pay out. But mark you, the buyer so "child-like and bland," could only pay the little sum of twenty-five dollars down on 400 to 800 head, but would pay the balance when he got to Leavenworth with the cattle, he being afraid to bring his wealth up in that wild country. In the meantime they would load the cattle on the cars, bill them in the name of the buyer, and of course everything would be all right. Strange as it may appear, several of the hitherto most suspicious drovers of 1867, fell in with this swindler's scheme, and were actually about to let him ship their herds off, on a mere verbal promise, when the parties in charge of the Yards, seeing that the drovers were about to be defrauded out of their stock, posted them to have the cattle billed in their own name, and then if the pay was not forthcoming they would have possession of their own stock without troublesome litigation, as every man of sense anticipated they would have. When the swindler after various excuses for his failures to pay at Leavenworth, Quincy and Chicago, all the while trying to get the cattle into his own hands, found that he must come down with the cash, he very plainly told the Texan to go to hades with his cattle. Instead of obeying this warm parting injuction of his new found, high-priced buyer, he turned his cattle over to a regular commission man and received about $26 per head at Chicago less freight charges, or almost $18 per head at Abilene instead of $35 per head.

But we did not think the drovers who were saved from the loss of their entire herds by a disinterested friend, were grateful to him for his kindness. They were too mad at their own stupidity to be conscious of feelings of gratitude. And now whilst speaking on the subject of swindlers and ingratitude, we will mention another instance occurring two years later. A certain man (if it be proper to call a rascal a man) who flourished in Central Illinois ten years before the particular incident we are about to relate occurred, put in an appearance at Abilene during the fall of 1869, and after spending money lavishly at the saloons proceeded to purchase several droves of cattle at more liberal figures than others were able to pay or the markets east would justify. The time was quite brief before he became the most popular man that ever came to Abilene. Among his purchases was a large drove of nine hundred beeves, for which he agreed to pay thirty dollars per head but actually only paid two thousand dollars on the purchase and was about to ship the stock off in his own name when the party in charge of the yards gave the seller a confidential hint to be careful and to be safe, which he acted upon but not until he had told the would-be purchaser who had put him on his guard; at the same time repeating what had been told him by the yardman in confidence at his own solicitation, adding that he (the seller) did not believe the statement of the yardman. Of course the would-be shipper got mad and drunk and swore he was persecuted maliciously without just cause, and wanted to shoot the fellow who dared say he was a proper subject to be watched in business transactions. Several Texans espoused his cause and one gave him over twelve thousand dollars worth of cattle, on short credit; another gave him five thousand dollars in cash as a loan of honor, another two thousand dollars in cash to repay at his leisure. Now mark the sequel, not one single dollar of this snug sum of seventeen thousand dollars did one of the Texans ever see again and we suppose they regard it now as a permanent investment. Their pet buyer is at this writing languishing in a county jail not one thousand miles from Kansas City awaiting his trial on the charge of stealing, of which charge we have no doubt of his guilt, and only hope justice may get its dues, after being cheated so long. Many more similar cases to the above could be given but we will not tax patience farther, only adding that not in one single instance of the many that occurred did the Texan ever show a spark of gratitude for being saved from a swindling scheme, but were more generally sour and suspicious of the motive that prompted their real friend to forewarn them.

Of the 35,000 cattle that arrived in 1867 at Abilene about 3000 head were bought and shipped to Chicago by the parties owning the stock-yards; of the balance much the larger portion was sent to Chicago and either sold on the market or packed for the account of the drovers. The latter proved more unfortunate for the drover. The cattle were thin in flesh and made only the lower grades of beef, for which there was but little demand, at ruinously low figures. Those who sold on the market did better than those who packed, yet they lost money heavily. Another portion of the drive of 1867 went into winter quarters. A few were taken north to the Platte country for the Indians, but quite a large number were packed at Junction City, where an enterprising firm of citizens, headed by a now well-known cattle man, but then late of Indianapolis, Ind., had erected a temporary packing house, in which several thousand cattle were slaughtered, the product thereof being shipped direct to New York. But this experiment resulted unsatisfactorily to both packers and drovers. The cattle were not as good or fat as both parties had anticipated, and it proved a disastrous loss to all concerned. A few cattle were packed at the same place the following season, but the establishment was soon abandoned, and finally torn down. Had the drovers of 1867 gone into winter quarters and kept their stock until the following season a fine profit instead of a loss would have been realized. But it was upon the tongue of nearly every one that the cattle would not stand the rigors of a northern winter, and inasmuch as there was no precedent by which to be governed it was thought best to sell and pack them as before described. The summer season of 1867 was one of extreme sultry weather and great rain fall, flooding the country, and producing an immense growth of grass, which was soft and washy, utterly failing to produce any tallow in the animal consuming it, and when the hot weather set in the grass became hard and uneatable, and when the first frosts touched it not a single bit of nutriment was left in it; but little better than dry shavings for food. In addition to poor grass, the rain storms by day, the bellowing thunder and vivid lightning of the often recurring storms at night, got all the cattle on the prairie in the way of stampeding. When this habit becomes chronic it is impossible to fatten the herd, often impossible to keep them together. All these causes, and others not enumerated, combined to make the final wind-up of the cattle market of 1867 at Abilene unsatisfactory, and to none more so than the parties who expended so much money in creating the necessary facitities for conducting a cattle market. Their losses were very severe; far more so than if they had had a criterion by which to be governed. Shipping cattle at the rate of one thousand each shipment, costing nearly a score of thousands of dollars, and then having them sold for a considerable sum less than the freight bill, is a lively way to do business, but a poor way to get rich quick.

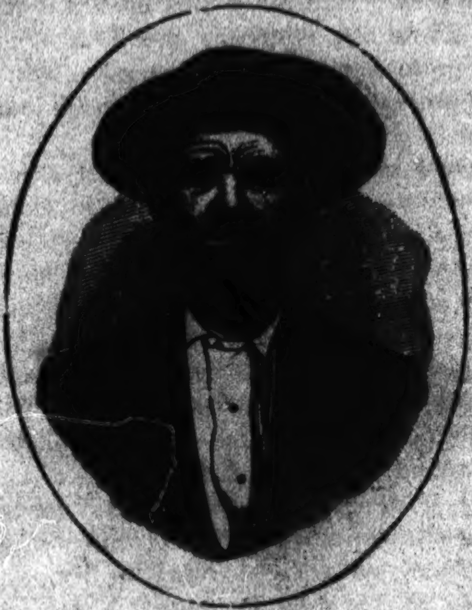
Although the business of shipping did not begin until the fall, the first train being shipped on the 5th of September, nearly one thousand cars were loaded, yet the enterprise was considered a failure, and every one, save the parties directly interested, freely expressed themselves that no cattle would be driven there the next year, and many people seemed to rejoice over the misfortune that they supposed had befallen the enterprise, offering hypocritical words of condolence to the projector of the enterprise. Others there were who became suddenly endowed with profound wisdom, and sagely ejaculated "I told you so." Notwithstanding the practical demonstration of the feasibility of cattle shipping over their road, yet the managers of the K. P. Railway in St. Louis were still incredulous and freely jested at the whole project, regarding it as the "big joke" of the season; but there was one young and worthy man in the office of "Purchaser of Supplies," who was firm in the belief that there was yet something to be expected of the undertaking at Abilene. He was jeered at by every other officer, both great and small—and the most of them were small in more senses than one—and ridiculed him as one championing a self-evident failure.

A few incidents of a personal nature and we leave the year 1867, in tracing the early developments of the cattle trade.

On the occasion of the shipment of the first train load of cattle, about which we have before given some items, a certain "managing director of the K. P." approached the parties in interest at Abilene, and proposed to enter privately into a partnership, and as an inducement to the acceptance of his proposition, said that he would work secretly in the executive committee in St. Louis for the special advantage of the firm. After consulting over the matter, the parties concluded that a man who would be willing to "sell a railroad company," would be equally as willing to sell another company. So they rejected his proposition, which excited the "managing director's" ire and indignation to a high pitch. But not long after this occurred, a certain subordinate railroad official appeared at Abilene, and expressed a deep desire to make some money out of the cattle trade; or, in other words, asked the party who was building the yards if he would not give him a certain amount on each car loaded. After a few moments reflection—in which the many courtesies and the kind aid that had been extended to him by this official, were mentally reviewed—the official was told that at the end of the season he might expect a present of an amount of cash equal to one-half the sum for which he had asked. This proved to be an unfortunate step, and was the only one of the kind ever made by that cattle trader, for no sooner had the next season opened than this same official reappeared at Abilene, demanding one-half the gross amount, which the parties were to receive from the railroad company for their services and expenditures during the year 1868. And when this modest request was declined, the official left, muttering threats of vengeance, and did actually go to a point twenty-five miles west of Abilene and give a lower rate of freight from that point than was given from Abilene.

After several unavailing remonstrances with the official about his conduct—which he knew to be in violation of the provisions of a written contract existing between the railroad company and the parties at Abilene—the general officers of the company at St. Louis were visited, and the matter placed before the executive committee. It eventuated in the official receiving a polite invitation to tender his resignation, which, of course, under the peculiar circumstances, he did.

But we will close this chapter with brief sketches of two widely known and universally liked drovers and traders, one of whom is J. D. Reed, a resident of Texas for twenty-three years, but an Alabamian by birth. Upon entering Texas he went straightway on a stock ranch of his own selection, on the frontier of his adopted state. Notwithstanding he devotes much of his time and attention to driving and trading in cattle, he keeps up his stocks in Texas. Of cattle he has about ten thousand head, and of horses a stock sufficiently large to keep good the supply of saddle ponies with which to care for his cattle stocks. Although his ranch consists of fully one thousand acres of land, his stock ranges over an immense area of country, mostly belonging to the state of Texas. Mr. Reed contented himself for many years upon his ranch where his family now, as then, reside; but in 1861 he decided to try the project of driving to Louisiana, which proved moderately satisfactory, and would perhaps have been repeated in future years, but for the outbreak of the civil war. In this Reed, in common with almost every other Southern man, took part; but was not long in the service before he received a severe wound which disabled him for military duty, and he soon found himself back upon his ranch fully satisfied with military life and its fruits. Having imbibed the spirit of trading and roaming away from home, Reed was soon off with a herd of beeves for Mexico, which trade he continued in until the close of the war, when he abandoned it and turned his herds toward New Orleans, to which market he continued to ship and drive for five consecutive years. But in 1871 he changed his plans of operation and turned his herds toward Western Kansas. Each year since has witnessed on an average, fully thirty-five hundred head of beeves en route for Western Kansas, driven by Mr. Reed's



J. D. REED.

cow-boys. Whatever frontier cattle town can secure his patronage and influence regard him a host in its behalf. He drives none but good beeves, and is, upon arrival, ready to sell out all, or in part, or if prices do not suit him to sell, he will turn about and buy. He is not particular which he does, so he is doing something, for he is a man of fine energy and great perserverance. A man who is familiar with all phases of life, and is always in to see, know, and learn everything that may be going on, among the highest to the lowest, where he may be stopping. He is one of that type of men that make friends in all spheres of life, and few there are who have a larger list of warm admirers than J. D. Reed, of Goliad, Texas. During the year 1872, he handled fully eight thousand head of beeves and put fourteen hundred head into winter quarters the same fall. During the year 1873 he drove about three thousand head, and selling out soon after arriving in Western Kansas, was in good shape to join his friend A. H. Pierce in buying seven thousand head at panic prices to put into winter quarters. Certainly money in large amounts was made upon the cattle bought during the months of October and November, 1873. In 1871, Mr. Reed wintered about sixteen hundred head of cattle in Western Kansas. It matters little in what country he comes in contact with the the cattle trade, so thorough is his practical knowledge of the business, and so unerring his judgment, that he seldom fails to meet with success in all his live stock operations.

Austin, the capital city of Texas, is the home of Major. Seth Mabry, a popular drover, whose cheerful presence in any company or place is always welcome—one of the most appreciative, affable drovers; among the most chivalric, courteous cattle men the Lone Star State sends to the North annually with his thousands of beeves. Everybody in anywise connected with the live stock trade, knows the Major, and feels the right to call him their friend; for he knows every one, and has a pleasant word for each; is ever ready to do some one a favor or perform a kind office; is well read, and has traveled extensively; is a close observer of human faces and conduct; is very fond of social companions, and quite conversational; always entertaining; loves a good story, and has an inexhaustible fund thereof, from which one just pat to the occasion is always ready at his tongue's end, to be told in his own inimitable manner. This extensive drover went with his father from Tennessee to Texas in 1837, and under the paternal tuition learned practically the business of ranching,

MAJOR SETH MABRY.

was in fact brought up on a stock ranch, and thoroughly drilled in all the mysteries of successful stock growing. Very wisely did he decide when he determined to be a ranchman on his own account. When he had arrived at the the age of manhood and started in the business world for himself, for fifteen years he studiously, and we need not add successfully, followed his early and well chosen occupation. Fully twenty thousand cattle bore his brand, and annually from three to five thousand calves felt his hot branding iron, cauterizing their tender hides, and stamping indellibly the badge of ownership to be seen and read by all men.

In 1867 and 1868 the Major tried the rocks of the New Orleans market, but upon the following year he put in his first appearance in Western Kansas with large herds, and annually has he made his pilgrimage to Western Kansas with about five thousand head of cattle. The Major would always rather sell than buy, but would rather buy than do nothing; would rather sell on the prairie, but does not hesitate to ship East or drive to some more northerly territory; or go to the frigid upper Missouri country, and furnish the Government contractor with a few thousand bovines to nourish the inner man of poor "Lo" and family.

In 1872 the Major became tired of furnishing the Indians of Western Texas with cow ponies without pay, and therefore sold out his ranch in Llano county, Texas; but about the same time he and his business associate established a permanent cattle ranch in Idaho, upon which they placed four thousand cattle, mostly cows and heifers, and the year following branded about two thousand calves. But this enterprise received but a small part of their attention, so little of it that in 1873 they found time to drive from Texas about fifteen thousand head of cattle, and were fortunate enough to get the supplying of the Indian contractors to the extent of their herds. The Major has been at least moderately successful in all his business undertakings, and ranks with the more influential class of Texan stock men.

CHAPTER VII.

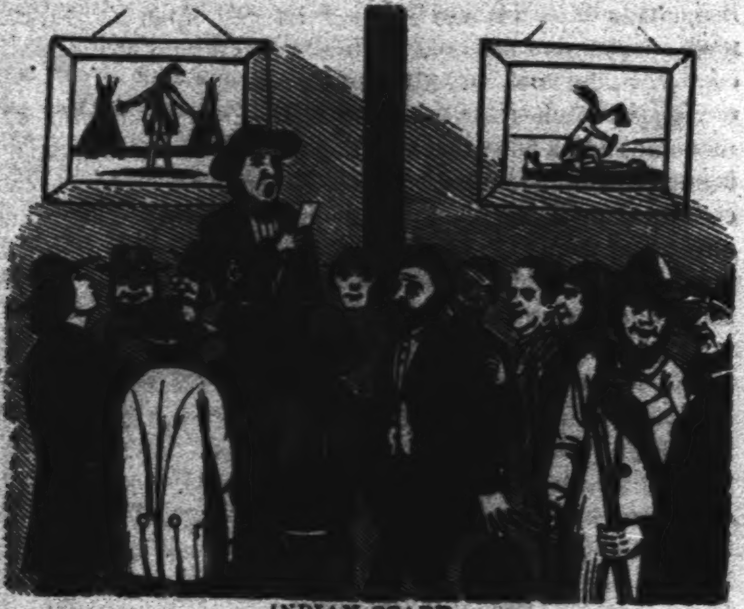
ADVERTISING ABILENE—INDIAN SCARE—HUNTING A LANDLORD MRS. LOU. GORE—STRAIGHTENING THE CATTLE TRAIL—CONTENDING FOR THE TRADE—W. W. SUGG—OPENING OF CATTLE TRADE IN SPRING OF 1868—W. F. TOMKINS—E. H. GAYLORD—J. M. DAY.

Notwithstanding the disastrous experiences of the fall of 1867, and the maudlin gibberings of many who took such a deep (?) interest in the result of the first experiments in creating a cattle market at Abilene, the founders of that enterprise determined to make a systematic effort to secure a large drive of cattle from Texas in 1868. To this end a systematic scheme of advertising in Texas was prosecuted with energy and without regard to expense. To every Texas man whose address had been obtained previous and to all whose address was subsequently obtained by reference to commercial agencies, directories of cities and county officials, including every newspaper in the State, to all these were addressed a circular setting forth the contemplated purpose of the Abilene enterprise and inviting the drovers and stockmen of Texas to bring their herds of marketable cattle to that point. Assuring all who would do so, of a cordial reception, fair dealing, protection from mob violence, perfect equality upon the market and in the use of shipping facilities; a concerted joint effort to get buyers for their stock; in short to give to the stockman of Texas what he did not before have, to-wit: A market in which he could sell any and all the live stock which he might bring thereto, and if failing to find a purchaser on the prairie for his stock, he could ship them unmolested to any point or market he might choose. The papers throughout the state of Texas copied into their columns the circular letter, and many of them gave the subject favorable editorial notices.

Every office, business house and hamlet in the State was the recipient of one or more of the letters. So all Texas was reading and talking of the new star of hope that had arisen in the north to light and buoy up the hitherto dark and desponding heart of the ranch man. In addition to the circular letters above mentioned, two gentlemen of tact and address were sent into and traversed the State for no other purpose than to inform, so far as possible by word of mouth, the Texan drovers, of Abilene, and the inducements there held out to stock-men. Inasmuch as a drover or seller of stock is only one of the parties necessary to make a complete cattle market, the buyer being just as indispensable a personage as the seller, therefore it was necessary to do an equal amount of advertising throughout the Northern States and Territories, proclaiming to the Northern cattle world the expected concentration of Texas cattle at Abilene. In order to accomplish this result access was had to the advertising columns of every newspaper widely read by Northern cattle men. Fully five thousand dollars were expended in this advertising scheme during the winter of 1867 and 1868. In the communications sent into Texas definite advisory instructions were urged upon the Texan drover to bring only good, choice, select cattle. But the habit of taking everything that was gathered by the ranchman was generally persisted in and the instructions to bring select cattle only, were disregarded by all drovers, save a few who heeded the advice given, and such received a satisfactory reward for the pains taken in getting up their herd, in the ready sale and fine prices obtained soon after their arrival at Abilene.

Thirty days before the cattle began to arrive at Abilene, in the spring of 1868, quite a delegation of buyers were at the Drovers' Cottage, a hotel erected for the special accommodation of cattle men, awaiting the advent of the cattle, when trade would open. To while away the tedious hours till the cattle came, resort was had to divers expedients, such as reading newspapers, talking over business projects and prospects, telling stories, perpetrating jokes, etc.

During the spring of 1868 the Indians made a hostile raid upon the frontier settlers of Northwestern Kansas. It was a determined effort on their part to prevent the settlement of the Solomon and Salina river country, their favorite hunting ground. They made a sudden descent upon the sparce settlements, and such whites as did not make a hasty retreat from the country, were brutally massacred and their women taken captive. The redskins extended their raid within fifty or sixty miles of Abilene. Of course there was considerable excitement and all sorts of rumors afloat among the sparce settlements near and west of Abilene. The Indians and their barberous atrocities, and the probable point east to which they were likely to extend their raid, were the absorbing topics of the day, and pallid cheeks and nervous twitchings were observable on every hand among the timid, such as had no particular anxiety to form the acquaintance of Mr. "Lo" and his coadjutors, especially whilst their appetites for scalps seemed so insatiable. Several Eastern live stock men, who had come to Abilene to purchase cattle, were among the guests of the Cottage, and it was among that class that the greatest uneasiness was manifested. Especially was this the case with a certain young man from Green or Jersey county, Illinois, who had, against the advice of his young and newly married wife, come out to invest his first venture in Texan cattle. It was soon observed by the old, experienced frontiersmen and drovers present, that this young man "had the Injun scare bad." Whenever a story was told about Indian fighting, scalping and massacreing, this young cattle man's cheek would blanch, his frame tremble, and groaning sighs escaped his lips. The boys thought him a fit subject to perpetrate a joke upon. So they posted the landlord of the Cottage, also the telegraph operator, of the respective parts they were desired to play. Just before the appointed hour the guests gathered in a cluster and began telling the most horrible Indian stories they ever heard or could imagine, always winding up with the confident prediction that the Indians, then so near, would never stop short of cleaning out every white man in that portion of Kansas, and that a bloody encounter was to be expected soon. All unanimously agreed that it was every man's duty to burnish and load up every weapon that could be found. Expectations of the Indians that afternoon or night, were expressed on all sides. This was all told and acted in the most serious manner, and had the effect of almost overwhelming the young cattle dealer with fear. Then the telegraph operator came rushing from the office toward the landlord, and in an agitated manner handed him a (bogus) dispatch. The landlord glanced at it, then made one of those excited exclamations, expressive of sudden alarm, and jumping upon a chair, proceeded to read a general warning to the



INDIAN SCARE.

citizens of Abilene and vicinity, of the near approach of the Indians in great numbers, with bloody war clubs and gory scalping knives; also bidding the citizens to arm for their own defense, and to prepare for "war to the knife, the knife to the hilt." Of course the excitement arose to fever heat during the reading of the message, which purported to be dated at a station forty miles west of Abilene. The young drover was horror personified, transfixed with fear, "each particular hair" standing erect, knees knocked together in true Belchazzar style, his hand yielded its grip upon his hat, the tears trickled down his pallid cheeks, his bosom heaved with convulsive emotion, and his scarcely articulate voice groaning out self-reproaches for not listening to his wife's faithful admonitions and advice against going after Texan cattle; moaning the determined promise to let Texan cattle go to a hotter country than Texas, if he was only permitted to get home alive; and then "Oh my poor wife!" would break from his twitching lips. He made a rush for his room, clutched his satchel and came down stairs with a bound, there meeting the landlord—who was hallooing orders to arm in a guttral, commandatory voice, much like the sound of a fire marshal's bugle—he timidly asked if he must stop to pay his bill. The landlord profanely upbraided him for proposing to cowardly leave the house, in which were several ladies, to the mercies of the fiendish savages, adding that if he had a drop of other than cowardly blood in him he would stay and fight, if need be die, to defend the images of his mother and his wife, there in the house. With a wailing groan and a "Oh, my dear wife!" he dropped his valise and wished to be shown where he could be of service, adding that a place in which he would stand the best chance to get away in case of attack would suit him best. It was immediately decided to send out a couple of skirmishers as spies, to ride to the brow of the hills just west of town and watch for the first appearance of the redskins. The young cattle dealer was selected to accompany another man, both on horseback. So mounting the young cattle man, bare-backed, upon a venerable steed of twenty summers and somewhere near fifty thousand miles traveled, while his companion was mounted on an agile, fleet young charger, they both started toward the west. After going near a mile they came to the foot of a hill, up which the fleet horse dashed at a fine speed, leaving the old bony steed to follow at a distance. But upon the first skirmisher reaching the hill top, he whirled his horse suddenly and exclaimed loudly: "They come; Injuns coming close, get out of this quick!" and the same instant put spurs to his racer and passed by his verdant, scared comrade, to whom he yelled to fly for dear life, as he passed by him like the wind, heading his horse for the town. He arrived full ten minutes before the young stock man came in sight, belaboring his old rack of bones in desperate earnest, making a moderate sized stick of cord wood bounce off of the poor old horses ribs every jump. If ever an old horse suffered grief in unbroken doses, that old charger was the one. This paper is blackness compared with the cattle dealer's face. But when he arrived at the hotel the joke had gone far enough, and all took a hearty laugh at the young man, and then for the first time dawned upon his mind the fact that he was the subject of a cruel hoax.

The first train going East bore away the young cattle man, without Texan cattle, to the bosom of his "poor wife."

The buyers were in every instance brought to Abilene by the advertising and other efforts of the parties who founded the enterprise.

Although the Drovers' Cottage was completed and furnished in the fall of 1867, yet it was not formally opened as a hotel until the following spring, no competent landlord being found or wanted until that time. But when the hotel began to fill up and first class entertainment was demanded, the proprietor decided to go east and procure a good experienced landlord to take charge of the house.

Before reaching St. Louis an old acquaintance was met and the subject of the trip made known to him. The result of which was a call at the St. Nicholas Hotel in St. Louis. Entering the reception room and quietly taking a seat, a servant was sent into the dining room to request an interview with the steward, who was reported to be anxious to take

MRS. LOU. GORE.

charge of a hotel upon his own account. In a few minutes the steward, his wife and the rough-clad Illinoisan were chatting earnestly upon the proposed business transaction, which conversation resulted in tho steward and his wife going to Abilene to be the first landlord and landlady, afterwards proprietors, of the Drovers' Cottage—a name still perpetuated on more than one hotel in the West. In less than one hundred hours from the time the start was made the hotel domiciled its future proprietor—Mrs. Lou. Gore.

In a brief time it was apparent that in the person of the new landlady of the cottage the drovers had a true sympathizing friend, and in their sickness a true guardian and nurse, one whose kind motherly heart was ever ready to provide for their every proper want—be they hungry, tired, thirsty or sick, it mattered not; she was the Florence Nightingale to relieve them. From her earliest memory her home has been in a hotel, her father being to this day the proprietor of a large one at Niagara Falls, at which drovers en route to New York or Boston, going via the Falls, delight to stop. Many a sick and wearied drover has she nursed and tenderly cared for until health was restored; or in the event of death soothed their dying moments with all the kind offices that a true sister only so well understands how to perform. Many western drovers, rough, uncouth men, such as nature and the wild frontier produces, will ever hear the name of Mrs. Lou. Gore mentioned only with emotions of kindest respect and tenderest memory, and feelings near akin to the holy passion that binds earth to Heaven.

The cattle trail broken and driven over in 1867 from the crossing of the Arkansas river, which was at the mouth of the Little Arkansas river and on the present site of the city of Wichita, to Abilene, was not direct but circuitous. In order to straighten up this trail and bring the cattle direct to Abilene, and, by shortening the distance, to counteract the exertions of western would-be competing points for the cattle trade, an engineer corps was sent out under the charge of Civil Engineer T. F. Hersey—a noble, true man, whose heart was always found in the right place and full of warm blood for his friends, an early settler of the extreme frontier, at whose cabin Bayard Taylor got "his last square meal" as he went out on his famous overland trip to the Pacific coast many years before the projection of the Pacific railroad. Mr. Hersey with compass and flag-man and detail of laborers with spades and shovels for throwing up mounds of dirt to mark the route located by the engineers, started out and run almost due south from Abilene until the crossing of the Arkansas river was reached, finding good water and abundant grass with suitable camping points the entire distance. Meeting at the

Arkansas river the first drove of cattle of the season, the party returned piloting the herd over the new trail, and thus by use opening it to the many thousand herds of cattle that followed in months and years afterward.

Notwithstanding the jeers of rival towns both east and west of Abilene at her, to them, ridiculous presumption in assuming to be a cattle market, seeing the immense commerce that was about centering at Abilene, when they heard the news of the many herds that were on the trail bound northward, became greatly exercised upon the subject, and determined to erect shipping yards at one town east and at three towns west of Abilene. In order to make amend for their failure to systematically advertise their respective point during the past winter, as had been done for Abilene, each town sent to the crossing of the Arkansas river from two to ten drummers, or runners, for their respective points, to induce the drovers to turn to the right or left and go to other towns instead of Abilene. To counteract this choir of solicitors Abilene sent one young man to represent and to protect her interests, not to say rights, for by her enterprise in working and advertising she did have a semblance at least of right to claim the cattle trade as hers. But the young man sent out by Abilene was the same one who was sent alone in July '67, to proclaim the good tidings of Abilene to the wandering and mob-fearing drovers. A man upon whose countenance truth and honesty sat enthroned supreme, which could be readily discerned by the most casual observer, and readily detected by the close scrutinizing drover.

He deserves more than a passing mention. Few young men connected with the Western cattle trade is wider and better known than W. W. Sugg, and none will out rank him in quiet, persistent, unvarying friendship to the Southern cattle trade. He is an Illinoisan by birth and education; but early in life was thrown upon his own resources and upon the frontier, to seek the glittering wealth every adventurer believes dame fortune has in store for him. Although but a young man, there are few townships of land which he has not roamed over in Missouri, Arkansas, Nebraska, Kansas, Colorado, New Mexico and Texas, having soldiered during the war in the frontier service. He too is a drover of 1866, and to this day bears the scars, results ol gashes made by well laid on hickory wyths in the hands of Southern mobs. After enduring untold outrages, he finally succeeded in getting his herd through to Christian county, Illinois, and there went into winter quarters. Early in the following spring he sold out to the Illinoisan with whom he afterwards became so intimately acquainted at Abilene. Indeed it was from his lips that the story of Texas' great supply of cattle and the insurmountable barrier in Southwestern Missouri and Southeastern Kansas, was attentively listened to by the Illinoisan, but a few weeks before he sought out and undertook the development of Abilene's famous enterprise. We need scarcely add that Mr. Sugg and the Illinoisan became fast and true friends, and that in him the Illinoisan found a genuine, unflinching, warm friend, one who was as unwavering in the hour of adversity and need as in the hours of prosperity; one whose heart was as true and whose friendship as sincere—where every other one had passed but a cold recognition, if not words full of bitter calumny for the Illinoisan—as is the heart of him who cares for us when our kindered forsake us. Such is the real character of this humble, unpretentious man. Every western drover knows him and believes in him, and his name would be put near the head, if not at the very head of the list of those whom they believe in Western parlance "it will do to tie to."

But a few words, a single sentence from him in his own quiet, modest way, was sufficient to outweigh in the mind of the drover, all the multiplicity of words and loud declarations of the score of verbose solicitors who opposed him and attempted to obtain trade for their respective towns. Aside from his manner, the magic, winning words that caught the listening ear of the drover, was, "that at Abilene buyers for their cattle are awaiting their arrival." Now, by the by, a cash purchaser for his herd is just the man a Texan drover is very anxious to see, and he is more interested in knowing just where he (the buyer) can be seen, than in all the railroad towns in the State of Kansas.

We drop this hint, a key which will unlock the pandora box of success, to every town that is desirous of making itself a successful cattle market.

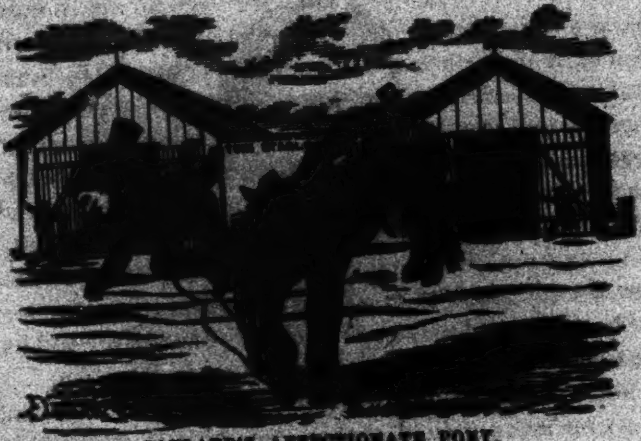
One, at least, of Abilene's competitors for the cattle trade in 1868, became so desperate, when it found all its efforts to induce drovers to go its way, that, as a final resort, actually hired a drover, paying him six hundred dollars, to leave the Abilene trail and bear off east toward another city. But such inducements could not be extended to many drovers and soon the attempt to divert the trade in that direction was abandoned. The western competing points were even more unsuccessful and soon withdrew their unavailing solicitors.

As has been stated, the Cottage at Abilene was full of cattle-buyers awaiting the arrival of the cattle from Texas, long before the first herd had passed the southern line of Kansas. No sooner did the cattle begin to arrive than trade opened lively and at good prices. Many thousand were taken by Illinois grazers and Indian contractors, also ranchmen from Colorado, Montana, Utah and other Northern territories. Speculators from Nebraska, Iowa, and other northern States, all put in an appearance on the Abilene market and made purchases.

Thus Abilene as a cattle market was at last established beyond cavil or doubt. The demand for cars for eastern shipment reached over one thousand during the month of June, and the hitherto incredulous Kansas Pacific Railroad Co. was taxed to its utmost capacity to furnish needed cars. It was compelled to transform many of its flat cars into cattle cars, by putting a frame work on them. The bridge over the Missouri river was not completed at that time and the chance to hire foreign cars was very limited.

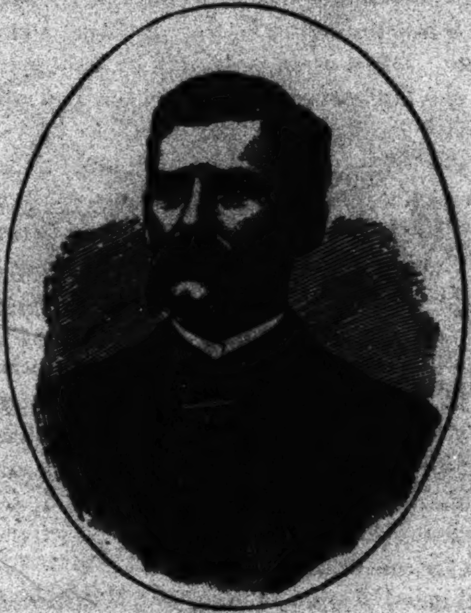
Every effort was made in good faith to so arrange and conduct the cattle trade as not to work a hardship upon the few settlers then in the county, and to this end a man was employed to locate on elegible herding grounds, the herds as fast as they arrived. This man, W. F. Tomkins, detailed to this duty, was a venerable gentleman whose head was whitened by the cold blasts of many frigid Wisconsin winters, where he had seen better days, and a fine heritage of his own selection and improvement. But political ambition and surety debts made him a wiser but a poorer man, a wanderer seeking a retrieved fortune. This old gentleman had fine energy and unswerving honesty of purpose, and until the day of his death a firm hope that fortune would favor him. He received the sobriquet of "Almighty Dollar" from an impromptu and witty, yet withal sensible speech, made on the occasion of the shipment of the first train of cattle in 1867. He was respected and loved by all who knew him for his sterling honesty, his energy and good practical sense, and his memory is, and always will be, sweet and green to more than one heart that knew him. And many true, sad friends who followed his bier to its last resting place, just north of the village of Abilene, upon a prairie mound overlooking the scene of his last labors, felt that they were paying a merited tribute of respect —the last office of love to one of earth's few really good men—one who deserved better fortune than was given him.

But there was one character that Texan drovers, and for that matter everybody else, that ever visited Abilene during its palmy days, will remember, and will laugh while they recall to mind the phiz, the actions, the gestures and above all the talk,—that irresistable unanswerable avalanche of words that was always heard, when near the immense "Twin Barn;" flowing from the lips of the irrepressible Ed. Gaylard; the natural born livery man. For a succession of years, the opening of each cattle season would find Gaylard making all necessary arrangements to conduct a first class cattle man's livery stable. A half dozen ponies, a couple of second-hand buggies, two or three second-hand saddles and riding bridles, with about one ten-dollar note borrowed of some confiding friend, was all the capital and stock he required to begin business with. It would be but a few short weeks after the opening of the cattle trade before every stall—fully one hundred or more—would be full of cow ponies. Some he had traded for, others boarding only. It was a rare instance that an applicant for livery accommodation was turned away unaccommodated; no matter what he thought he wanted, Gaylard always could give him just what he called for, or convince him that some other available outfit was what the customer really ought to want.



GAYLARD'S AFFECTIONATE PONY.

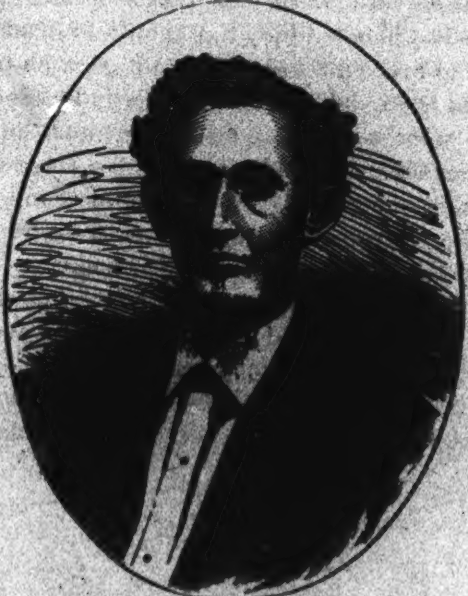
Should the applicant happen to be an over fastidious, or a "fine-haired" specimen of the *genus homo*, Gaylard would certainly manage to get him upon some inveterate, desperate Spanish pony, whose first and last impulse would be to "buck" as long as it had strength. Of course Gaylard would, at first, extol the pony to the skies as the best of saddle ponies; gentle, kind, amiable, affectionate, and in every way delightful to ride. Of course, as soon as the man was mounted, the vicious brute would set off "bucking" at a furious rate—as nearly all western ponies do when first mounted—and never let up until the ameteur horseman was sent sprawling through the air, only to land roughly on the ground in an utterly demoralized condition. Then Gaylard would swear that he bought the pony of a Preacher who recommended the animal as being a lady's horse, and declare he believed the pony perfectly gentle, and that its conduct was only play and nothing vicious intended. But all this was poor comfort to the dirt-begrimmed customer, who invariably concluded to wait for an opportunity to walk, or decide he did not really care to go out into the country at all.



E. H. GAYLARD.

In a few weeks the incurred bills on the boarding ponies would be sufficient to buy every pony in the barn, aside from the odd, nice cash sums, that the enterprising livery man had accumnlated by letting his boarding ponies. And such bills as he could manage to make out and present with the *sang froid* of a pettifogger, was astonishing to his patrons. It was no use to complain or dispute his bills, or grumble, or swear at what you might call extortion, or declare you would not pay it. The instant a murmuring breath would escape your lips, he would open such a battery of slang and abuse, highly seasoned with impious expressions, to which would be added all sorts of hints about the penurious man who did not want to pay for first class accommodations, that you would gladly pay your bill and run. It was idle to attempt a stay of his speech or answer his torrent of good natured abuse. You could not think, much less speak one half so fast as the livery man could talk; and such expressions, such tongue lashings as a complaining patron would receive, would induce him to pay his bill, no matter how exhorbitant, and rush away, glad to escape. Often a patron would be indignant and want to fight, but Gaylard never got mad, but talked so incessantly that anger could neither do or say anything but submit and retreat. Nevertheless, Gaylard had innumerable friends, in fact no one was his enemy. He was a shrewd horse trader, a very jockey by nature, and loved a horse better than all other things combined. Each cattle season he would acquire from four to five thousand dollars worth of ponies, buggies, and other accouterments; but during the winter, when but little business was doing, he would become reckless, and by the opening of spring would have recklessly spent his previous summer's profits and be ready to take his place and make another raise off of the cattle trade. He was a man of good impulses, undaunted energy, of excellent judgment on all matters pertaining to a horse, and had a big, true heart full of sympathy for the unfortunate.

J. M. Day, of Austin, Texas, is a Missourian by birth, but at the early age of ten years emigrated to Texas with his father, who went at once into stock ranching, and adhered closely thereto during the remainder of his life; thus thoroughly and practically educating his son in the business of live stock raising. As soon as Mr. Day had attained the years of manhood he engaged in live stock driving on his own account, having a few years previously went as assistant driver with a herd to Kansas City, also one or more trips to Tipton, Missouri, where the herds were shipped to St. Louis. This was among the first shipments of Texan cattle brought to the St. Louis market, and was as early as 1857. But before the trade was fairly opened the civil war began, and further efforts to drive northward was abandoned. At the close of the war Mr. Day turned his attention to his old occupation, and was a drover of 1866, but one of the fortunate few who had sagacity sufficient to enable them to see that a route west of all settlement in Western Kansas was practicable, and so it proved in his case. In Iowa he found cash purchasers for his cattle, at figures that afforded a fine profit.



J. M. DAY.

The opening of a cattle market at Abilene induced him to put several herds upon the trail for Western Kansas. From the year 1868 to 1871, inclusive, Mr. Day annually drove from three to seven thousand head of cattle, and his herds were generally of good quality, well selected beeves. He was recognized as one of the most substantial, straightforward, honorable drovers that engaged in the Western cattle trade. Seeing so many engaged in driving, Mr. Day decided to abandon it, and devote his time and capital to buying and selling in Kansas—a kind of local trader or speculator,—and for two years has handled fully ten thousand head each year, never failing to make a reasonable profit on each transaction. Whilst he has been looking after the cattle in Western Kansas for a few months annually, he has devoted the balance of his time in establishing and opening up a large wheat farm and a thoroughbred stock ranch in Denton county, Northern Texas, which enterprise he expects to make his permanent business, and there expects to make his home.

Mr. Day is one of those quiet, affable gentlemen, that makes good impressions and warm friends wherever he goes. Texas has few better, truer men than he; kind hearted and honorable, straightforward in all his business transactions, he has much good will and hearty cheer for every one.

CHAPTER VIII.

LOCATING A HERD AND ESTABLISHING CAMP—HERDING BY DAY AND GUARDING BY NIGHT—SELLING ON THE PRAIRIE—COUNTING ON THE RANGE—COW-BOY ON THE WAR PATH—LIFE AND LABORS OF THE COW-BOY—THE BAD CHARACTERS THAT GATHER AT CATTLE TOWNS—THE DANCE HOUSE—"SHANGHAI PIERCE"—GENERAL CHARACTERISTICS OF TEXAN DROVERS.

No sooner had it become a conceded fact that Abilene, as a cattle depot, was a success, than trades' people from all points came to the village and, after putting up temporary houses, went into business. Of course the saloon, the billiard table, the ten-pin alley, the gambling table—in short, every possible device for obtaining money in both an honest and dishonest manner, were abundant.

Fully seventy-five thousand cattle arrived at Abilene during the summer of 1868, and at the opening of the market in the spring fine prices were realized and snug fortunes were made by such drovers as were able to effect a sale of their herds. It was the custom to locate herds as near the village as good water and plenty of grass could be found. As soon as the herd is located upon its summer grounds a part of the help is discharged, as it requires less labor to hold than to travel. The camp was usually located near some living water or spring where sufficient wood for camp purposes could be easily obtained. After selecting the spot for the camp, the wagon would be drawn up. Then a hole dug in the ground in which to build a fire of limbs of trees or drift wood gathered to the spot, and a permanent camp instituted by unloading the contents of the wagon upon the ground. And such a motley lot of assets as come out of one of those camp carts would astonish one, and beggar minute description: a lot of saddles and horse-blankets, a camp-kettle, coffee-pot, bread pan, battered tin cups, a greasy mess chest, dirty soiled blankets, an ox yoke, a log chain, spurs and quirts, a coffee-mill, a broken-helved ax, bridles, picket-ropes, and last, but not least, a side or two of fat mast-fed bacon; to which add divers pieces of raw hide in various stages of dryness. A score of other articles not to be thought of will come out of that exhaustless camp cart. But one naturally inquires what use would a drover have for a raw-hide, dry or fresh? Uses infinite; nothing breaks about a drover's outfit that he cannot mend with strips or thongs of raw-hide. He mends his bridle or saddle or picket-rope, or sews his ripping pants or shirt, or lashes a broken wagon tongue, or binds on a loose tire, with raw-hide. In short, a raw-hide is a concentrated and combined carpenter and blacksmith shop, not to say saddler's and tailor's shop, to the drover. Indeed, it is said that what a Texan cannot make or mend with a raw-hide is not worth having, or is irretrievably broken into undistinguishable fragments. It is asserted that the agricultural classes of that State fasten their plow points on with raw-hide, but we do not claim to be authority on Texan agriculture, therefore cannot vouch for this statement.

The herd is brought upon its herd ground and carefully watched during the day, but allowed to scatter out over sufficient territory to feed. At nightfall it is gathered to a spot selected near the tent, and there rounded up and held during the night. One or more cow-boys are on duty all the while, being relieved at regular hours by relays fresh aroused from slumber, and mounted on rested ponies, and for a given number of hours they ride slowly and quietly around the herd, which, soon as it is dusk, lies down to rest and ruminate. About midnight every animal will arise, turn about for a few moments, and then lie down again near where it arose, only changing sides so as to rest. But if no one should be watching to prevent straggling, it would be but a short time before the entire herd would be up and following off the leader, or some uneasy one that would rather travel than sleep or rest. All this is easily checked by the cow-boy on duty. But when storm is imminent, every man is required to have his horse saddled ready for an emergency. The ponies desired for use are picketed out, which is done by tying one end of a half inch rope, sixty or seventy feet long, around the neck of the pony and fastening the other end to a pointed iron or wooden stake, twelve or more inches long, which is driven in the firm ground. As all the strain is laterally and none upward, the picket pin will hold the strongest horse. The length of the rope is such as to permit the animal to graze over considerable space, and when he has all the grass eat off within his reach, it is only necessary to move the picket pin to give him fresh and abundant pasture. Such surplus ponies as are not in immediate use, are permitted to run with the cattle or herded to themselves, and when one becomes jaded by hard usage, he is turned loose and a rested one caught with the lasso and put to service. Nearly all cow-boys can throw the lasso well enough to capture a pony or a beef when they desire so to do. Day after day the cattle are held under herd and cared for by the cow-boys, whilst the drover is looking out for a purchaser for his herd, or a part thereof, especially if it be a mixed herd —which is a drove composed of beeves, three, two and one year old steers, heifers and cows. To those desiring any one or more classes of such stock as he may have, the drover seeks to sell, and if successful, has the herd rounded up and cuts out the class sold; and after counting carefully until all parties are satisfied, straightway delivers them to the purchaser. The counting of the cattle, like the separating or cutting out, is invariably done on horseback. Those who do the counting, take positions a score of paces apart, whilst the cow-boys cut off small detachments of cattle and force them between those counting, and when the bunch or cut is counted satisfactorily, the operation is repeated until all are counted. Another method is to start the herd off, and when it is well drawn out, to begin at the head and count back until the last are numbered. As a rule, stock cattle are sold by the herd, and often beeves are sold in the same manner, but in many instances sale is made by the pound, gross weight. The latter manner is much the safest for the inexperienced, for he then pays only for what he gets; but the Texan prefers to sell just as he buys at home, always by the head. However, in late years, it is becoming nearly the universal custom to weigh all beeves sold in Northern markets.

Whilst the herd is being held upon the same grazing grounds, often one or more of the cow-boys, not on duty, will mount their ponies and go to the village nearest camp and spend a few hours; learn all the items of news or gossip concerning other herds and the cow-boys belonging thereto. Besides seeing the sights, he gets such little articles as may be wanted by himself and comrades at camp; of these a supply of tobacco, both chewing and smoking forms one of the principle, and often recurring wants. The cow-boy almost invariably smokes or chews tobacco—generally both; for the time drags dull at camp or herd ground. Their is nothing new or exciting occurring to break the monotony of daily routine events. Sometimes the cow-boys off duty will go to town late in the evening and there join with some party of cow-boys—whose herd is sold and they preparing to start home—in having a jolly time. Often one or more of them will imbibe too much poison whisky and straightway go on the "war path." Then mounting his pony he is ready to shoot anybody or anything; or rather than not shoot at all, would fire up into the air, all the while yelling as only a semi-civilized being can. At such times it is not safe to be on the streets, or for that matter within a house, for the drunk cow-boy would as soon shoot into a house as at anything else. Many incidents could be told of their crazy freaks; and freaks more villainous than crazy, but space forbids, save one only.

In 1868 a party of young men mostly residents of Abilene, numbering six or seven, were returning from a walk, at a late hour, when all of a sudden they heard the footsteps of a running pony, each moment coming nearer. Before they could scarce divine the meaning thereof, a mounted, crazy, drunk cow-boy was upon them. Yelling in demoniacal voice to halt; adding horrible oaths, abuse and insult. Before the young men fully comprehended the situation, the cow-boy was rushing around them at a furious rate of speed, firing both his revolvers over their heads in the darkness, demanding an immediate contribution from each one of a ten dollar note, swearing instant death to every one who refused to comply at once with his request.

The party of young men were entirely unarmed, and in imminent danger of being shot. But no time was to be lost. As a subterfuge, one of the young men, a drover, began talking in the kindest tone of voice, saying to the cow-boy: "Now hold on; we are all cow-boys just off of trail, and have been out to see a little fun. We have no money with us, but if you will just go with me to the Cottage, you shall have all the ten dollar notes you want. Certainly, certainly, sir! anything you want you can have, if you will only go with me to the hotel. Certainly, certainly, sir!"

Whilst this was being played, each of the other boys betook himself to his hands and knees and crawled away in the darkness until a few paces were gained, then tried his utmost capacity in running to a place of safety. In the meantime the cow-boy followed the spokesman, swearing instant death to every one if the money was not forthcoming. No sooner did they reach the Cottage than the young drover, after reassuring the cow-boy of his intention to get him the money, passed inside the hotel, and at once rushed for his pistols. But friends, who comprehended his intent and seeing "shoot in his eye," prevented him from going outside again. The cow-boy having his suspicions aroused by the delay, whirled his pony and dashed off for the village, screeching and yell-

DRUNKEN COW-BOY ON THE "WAR-PATH."

ing in genuine Indian style as he went. Coming to a large, open fronted tent, he dashed toward it, emptying the last loaded chamber of his revolver into it; then drawing his huge knife, cut the tent from end to end, and when it had fallen to the ground at his feet, rushed his pony over it, and was off for a bagnio, where he robbed every inmate of their money, jewelry and other valuables; then turned his pony's head toward the cattle trail and was off for Texas.

Such hard cases made it necessary to institute corporate government in the village. It was a hard struggle before law and order was established, and to maintain it cost the utmost firmness and perpetual vigilance. It was often necessary to disarm drunken cow-boys and such roughs as inevitably congregate at frontier commercial centers, which could be done only by force and terror. No quiet turned man could or would care to take the office of marshal, which jeopardized his life; hence the necessity of employing a desperado, one who feared nothing, and would as soon shoot an offending subject as to look at him.

The life of the cow-boy in camp is routine and dull. His food is largely of the "regulation" order, but a feast of vegetables he wants and must have, or scurvy would ensue. Onions and potatoes are his favorites, but any kind of vegetables will disappear in haste when put within his reach. In camp, on the trail, on the ranch in Texas, with their countless thousands of cattle, milk and butter are almost unknown, not even milk or cream for the coffee is had. Pure shiftlessness and the lack of energy are the only reasons for this privation, and to the same reasons can be assigned much of the privations and hardships incident to ranching.

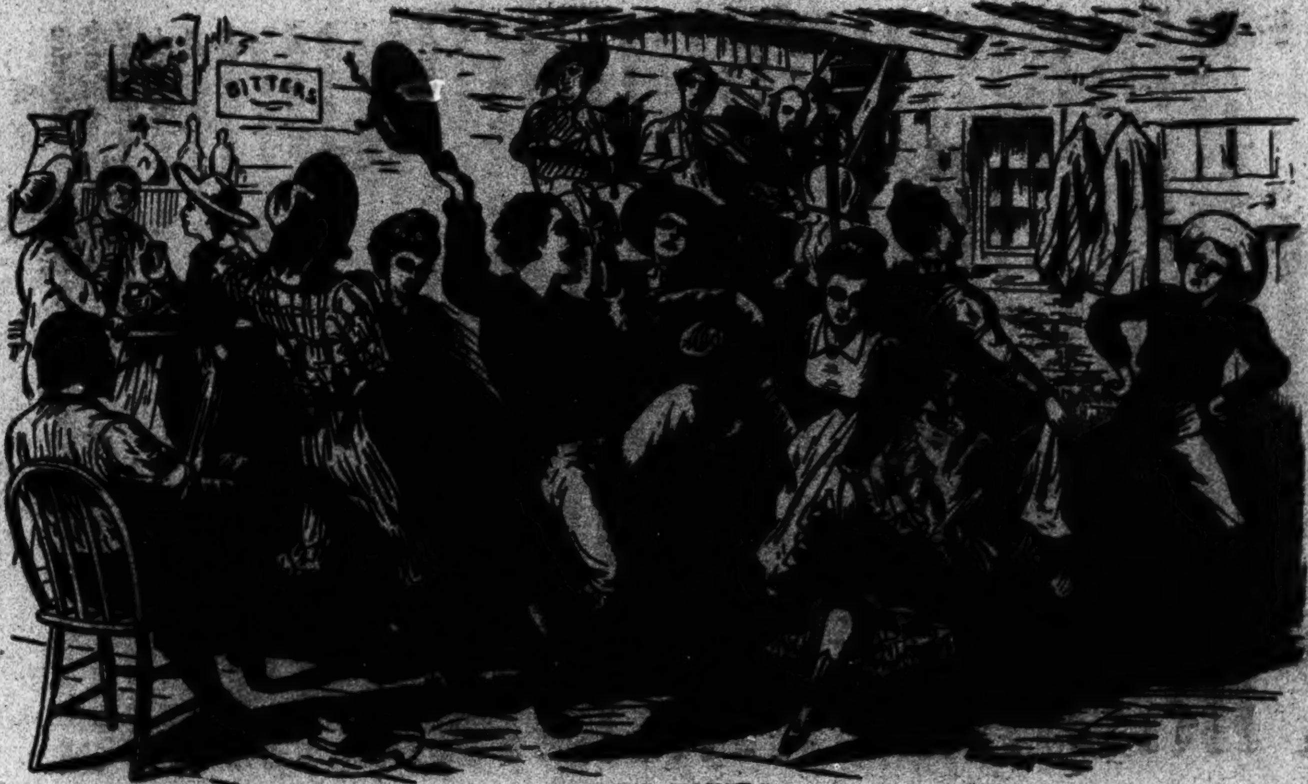
It would cost but little effort or expense to add a hundred comforts, not to say luxuries, to the life of a drover and his cow-boys. They sleep on the ground, with a pair of blankets for bed and cover. No tent is used, scarcely any cooking utensils, and such a thing as a camp cook-stove is unknown. The warm water of the branch or the standing pool is drank;

often it is yellow with alkali and other poisons. No wonder the cow-boy gets sallow and unhealthy, and deteriorates in manhood until often he becomes capable of any contemptible thing; no wonder he should become half-civilized only, and take to whisky with a love excelled scarcely by the barbarous Indian.

When the herd is sold and delivered to the purchaser, a day of rejoicing to the cow-boy has come, for then he can go free and have a jolly time; and it is a jolly time they have. Straightway after settling with their employers the barber shop is visited, and three to six months' growth of hair is shorn off, their long-grown, sunburnt beard "set" in due shape, and properly blacked; next a clothing store of the Israelitish style is "gone through," and the cow-boy emerges a new man, in outward appearance, everything being new, not excepting the hat and boots, with star decorations about the tops, also a new ——, well in short everything new. Then for fun and frolic. The bar-room, the theatre, the gambling-room, the bawdy house, the dance house, each and all come in for their full share of attention. In any of these places an affront, or a slight, real or imaginary, is cause sufficient for him to unlimber one or more "mountain howitzers," invariably found strapped to his person, and proceed to deal out death in unbroken doses to such as may be in range of his pistols, whether real friends or enemies, no matter, his anger and bad whisky urge him on to deeds of blood and death.

At frontier towns where are centered many cattle and, as a natural result, considerable business is transacted, and many strangers congregate, there are always to be found a number of bad characters, both male and female; of the very worst class in the universe, such as have fallen below the level of the lowest type of the brute creation. Men who live a soulless, aimless life, dependent upon the turn of a card for the means of living. They wear out a purposeless life, ever looking blear-eyed and dissipated; to whom life, from various causes, has long since become worse than a total blank; beings in the form of man whose outward appearance would betoken gentlemen, but whose heart-strings are but a wisp of base sounding chords, upon which the touch of the higher and purer life have long since ceased to be felt. Beings without whom the world w[illegible] better, richer and more desirable. And with them are always found their counterparts in the opposite sex; those who have fallen low, alas! how low! They, too, are found in the frontier cattle town; and that institution known in the west as a dance house, is there found also. When the darkness of the night is come to shroud their orgies from public gaze, these miserable beings gather into the halls of the dance house, and "trip the fantastic toe" to wretched music, ground out of dilapidated instruments, by beings fully as degraded as the most vile. In this vortex of dissipation the average cow-boy plunges with great delight. Few more wild, reckless scenes of abandoned debauchery can be seen on the civilized earth, than a dance house in full blast in one of the many frontier towns. To say they dance wildly or in an abandoned manner is putting it mild. Their manner of practising the terpsichorean art would put the French "Can-Can" to shame.

The cow-boy enters the dance with a peculiar zest, not stopping to divest himself of his sombrero, spurs, or pistols, but just as he dismounts off of his cow-pony, so he goes into the dance. A more odd, not to say comical sight, is not often seen than the dancing cow-boy; with the front of his sombrero lifted at an angle of fully forty-five degrees; his huge spurs jingling at every step or motion; his revolvers flapping up and down like a retreating sheep's tail; his eyes lit up with excitement, liquor and lust; he plunges in and "hoes it down" at a terrible rate, in the most approved yet awkward country style; often swinging "his partner" clear off of the floor for an entire circle, then "balance all" with an occasional demoniacal yell, near akin to the war whoop of the savage Indian. All this he does, entirely oblivious to the whole world "and the balance ot mankind." After dancing furiously, the entire



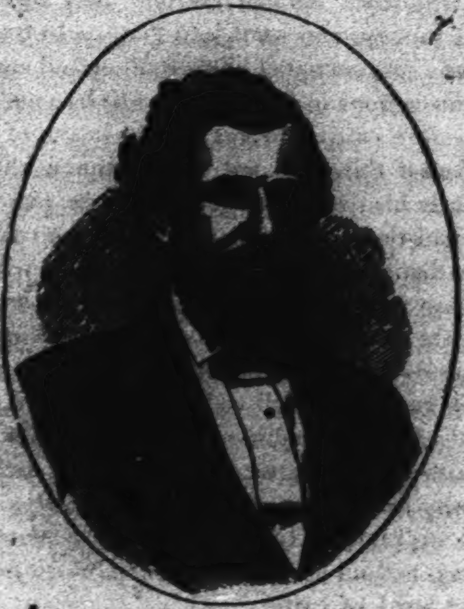
"DANCE-HOUSE."

"set" is called to "waltz to the bar," where the boy is required to treat his partner, and, of course, himself also, which he does not hesitate to do time and again, although it costs him fifty cents each time. Yet if it cost ten times that amount he would not hesitate, but the more he dances and drink, the less common sense he will have, and the more completely his animal passions will control him. Such is the manner in which the cow-boy spends his hard earned dollars. And such is the entertainment that many young men—from the North and the South, of superior parentage and youthful advantages in life—give themselves up to, and often more, their lives are made to pay the forfeit of their sinful foolishness.

After a few days of frolic and debauchery, the cow-boy is ready, in company with his comrades, to start back to Texas, often not having one dollar left of his summer's wages. To this rather hard drawn picture of the cow-boy, there are many creditable exceptions,—young men who respect themselves and save their money, and are worthy young gentlemen,—but it is idle to deny the fact that the wild, reckless conduct of the cow-boys while drunk, in connection with that of the worthless northern renegades, have brought the *personnel* of the Texan cattle trade into great disrepute, and filled many graves with victims, bad men and good men, at Abilene, Newton, Wichita, and Ellsworth. But by far the larger portion of those killed are of that class that can be spared without detriment to the good morals and respectability of humanity.

It often occurs when the cow-boys fail to get up a melee and kill each other by the half dozen, that the keepers of those "hell's half acres" find some pretext arising from "business jealousies" or other causes, to suddenly become belligerent, and stop not to declare war, but begin hostilities at once. It is generally effective work they do with their revolvers and shot guns, for they are the most desperate men on earth. Either some of the principals or their subordinates are generally "done for" in a thorough manner, or wounded so as to be miserable cripples for life. On such occasions there are few tears shed, or even inquiries made, by the respectable people, but an expression of sorrow is common that active hostilities did not continue until every rough was stone dead.

We will present in this chapter a sketch of the widely known A. H. Pierce, familiarly called "Shanghai Pierce," a nickname given him in Texas to distinguish him from one of lesser stature, and shorter legs, but bearing the same name, and engaged in the same business. Born in Rhode Island, Pierce went to the state of Virginia at the early age of thirteen, where he remained for five years and then turned his wandering steps toward Texas. The lapse of time was brief after landing in his chosen State, before he took a situation at fifteen dollars per month with a stock-raiser, aiding him to establish a new ranch; mauling rails, breaking oxen, and bucking ponies, were among the refining services that young Pierce first engaged in. For eight years he continued on a salary to serve the same man. The latter part of his term of service was devoted to driving beeves to New Orleans and other markets. But when the civil war began he went into the ranks of the confederate army, and for four years did duty as a soldier. At the close of the war, and the collapse of the confederate cause, Pierce returned to his former haunts, and devoted his energetic attention to stock driving on his own account to the New Orleans market. It is claimed that he drove one among the first herds, if not the first herd, that was taken to New Orleans after the close of the war. Having driven for several years before the war, he was not without friends and acquaintances in New Orleans. But in a few years he changed his occupation and in connection with other parties founded a ranch, now somewhat famous, and named it "Rancho Grande;" where in a few years he so increased his stock of cattle that in the year 1871 he branded fifteen thousand eight hundred head of calves and "mavvericks." Indeed it was ominiously hinted that Pierce's New England



A. H. PIERCE.

energy was too great for his competitors, and other neighboring ranchers, and that they became jealous of his success, and did not stop at calling him names more expressive than complimentary; but inaugurated a semi-belligerant state of affairs, in which both parties took an active part. From time to time various cow-boys on both sides were missed, but afterward found dead with their boots on. Finally this state of affairs began to take the dimensions of a small war; but upon one fine morning seven or eight Mexican and other cow-boys belonging to the ranks of Pierce's mortal enemies, were seen hanging to the limbs of a dead tree as human fruit. Pierce says: "Had that tree been green and alive, he don't know how much larger crop it would have borne." That vexatious and ever meddling institution called a grand jury, was more officious about this and other similar occurrences than was comfortable or pleasing to Pierce, so he sold out his interest in the fine large stock he had become part owner of, for a snug sum of money, and went into Kansas to trade in cattle; where he has since occupied his attention and capital in various large transactions in live stock. Of late every one who visits the western cattle market sees or hears of "Shanghai Pierce." And if they ever get within cannon shot of where he is, they hear his ear-splitting voice more piercing than a locomotive whistle—more noisy than a steam calliope. It is idle to try to dispute or debate with him, for he will overwhelm you with indescribable noise, however little sense it may convey. Nevertheless Pierce is an energetic, shrewd trader, a good and successful business man of great experience—knows how to make money and full well how to keep it. Is fond of large operations and is ambitious to be looked up to and quoted as authority on cattle matters. This perhaps is his greatest vanity or weakness. He loves a good story and knows quite well how to tell one. Each year since his arrival in Kansas, he and associates have handled from eight to ten thousand head of cattle.

During the year 1873 the great financial panic found him in good shape to join with his friend, J. D. Reed, in buying at panic prices seven thousand head of cattle, and put them in winter quarters in Central Kansas. Mr. Pierce is interested with his brother in establishing a large ranch in Southwestern Texas, and recognizing the necessity of improving their stock in blood, they are fencing an immense tract of land for pastoral purposes, and placing graded bulls with their herds. He is in the fullest sense a self-made man, which is not to be construed as relieving his Creator of great responsibility. There are few cattle dealers better calculated for, or more determined on, taking care of themselves, than A. H. Pierce.

In concluding the numerous sketches of Texan ranchmen and drovers, we offer a few reflections on the general character of Southwestern cattle men. In doing so we are not animated by other motives than a desire to convey a correct impression of that numerous class as a whole; reflections and impressions based upon close observation and a varied experience of seven or eight years spent in business contact and relation with them.

They are, as a class, not public spirited in matters pertaining to the general good, but may justly be called selfish, or at least indifferent to the public welfare. They are prodigal to a fault with their money, when opportunity offers to gratify their appetites or passions, but it is extremely difficult to induce them to expend even a small sum in forwarding a project or enterprise that has other than a purely selfish end in view. In general they entertain strong suspicions of Northern men, and do not have the profoundest confidence in each other. They are disposed to measure every man's action and prompting motives by the rule of selfishness, and they are slow indeed to believe that other than purely selfish motives could or ever do prompt a man to do an act or develop an enterprise. If anything happens a man, especially a Northern man, so that he cannot do or perform all that they expect or require of him, no explanation or reasons are sufficient to dispel the deep and instant conviction formed in their breasts, that he is deliberately trying to swindle them, and they can suddenly see a thousand evidences of his villainy, in short, instantly vote such an one a double dyed villain.

Their reputation is wide spread for honorably abiding their verbal contracts. From the very nature of their business, and the circumstances under which it is conducted, renders an honorable course imperative; and, as a rule, where agreements or contracts are put into writing, they will stand to them unflinchingly, no matter how great the sacrifice; but when the contract or understanding is verbal only, and not of the most definite nature, their consciences are full as pliant as are those of any other section. A promise made as to some future transaction is kept or broken, as their future interests may dictate.

Nor are they any more brave, or more fond of facing death's cold pillets on an equal footing with their adversaries, than are men in general from other sections of the country. True, their habits of life and the necessities and exposed nature of their business, renders the daily use and carrying of firearms imperative; hence their habitual use of the pistol renders them fair to good shots. Besides the habit of settling their disputes, often very trifling, with the revolver—which with some is considered the first and only legitimate law, argument or reason—has given to the denizens of the Lone Star State a name and reputation abroad for universal, genuine bravery, not warranted by the facts. They are just as brave, but no more so, than are the men of other sections.

They are almost invariably convivial in habit, preferring as a rule the strongest liquors, and take them "straight." Nevertheless, it is rare indeed that a drover is a confirmed drunkard or sot.

They think, act, and conduct their business in an independent, self-reliant manner, seldom seeking or following the advice of others.

Each man seems to feel himself an independent sovereign, and as such capable of conducting his affairs in his own way, subject to nobody or nothing save the wishes, tastes and necessities of himself.

They are in common with all stock-men universal lovers of the ladies, and as a class present a discouraging field for a Shaker Missionary. Indeed they are specially noteworthy as being obedient to the first commandment.

Sanguine and speculative in temperament; impulsively generous in free sentiment; warm and cordial in their friendships; hot and hasty in anger; with a strong inate sense of right and wrong; with a keen sense for the ridiculous and a general intention to do that that is right and honorable in their dealings; they are, as would naturally be supposed, when the manner of their life is considered, a hardy, self-reliant, free and independent class, acknowledging no superior or master in the wide universe

CHAPTER IX.

SHIPPING EXTRA CHOICE CATTLE—CATTLE DRIVEN TO MOUTH OF RED RIVER—OUTBREAK OF SPANISH FEVER—CONVENTION OF EXPERTS—THEORIES OF THE CAUSE OF SPANISH FEVER—"SPORULE THEORY"—"TICK THEORY"—"SHIP FEVER THEORY"—SYMPTOMS OF THE DISEASE—PREVENTIVES—J. T. ALEXANDER—CORN FEEDING.

Among the many fine herds of cattle that arrived at Abilene in the spring of 1868, there was one of 800 head, a very choice selection. Great pains had been taken in the best cattle regions of Texas in selecting choice fat cattle, and equally as great caution had been exercised in driving them to Kansas. After arriving at Abilene they were put on the best herd grounds in the county, where they added greatly to their already fine condition. The eye of a certain Illinoisan had been upon this herd for some time, fully determined when the opportune day arrived, to retrieve some of his severe losses sustained the previous year. When the proper time came he purchased two hundred and twenty-four head, his choice of the eight hundred head, and after selecting them carefully, one by one, drove them four miles to the shipping yards, and after standing them therein for twelve hours weighed them. They made the remarkable average of twelve hundred and thirty-eight pounds each, and amounted to seven thousand four hundred and sixty-eight dollars. They were placed upon the cars and sent forward to Chicago, thence forwarded to Buffalo, New York, where they were sold, and due account of sale made to shipper; but, alas, the net returns was only fourteen hundred and sixty-eight dollars, six thousand being lost, and not since found or heard of. The shipper has come to regard it as a permanent contribution, of a benevolent nature he hopes, toward feeding the oppressed laborers of New England's manufactories. So let it be, but not any more in the same way.

The charity of that cattle shipper is nearly exhausted, and bread for himself and family much in the same fix. This great loss was not because the cattle were not good and fat, for they were, but arose in part from the prejudice of the people against Texas cattle, and the farther east the greater the prejudice, and the less they actually knew about the cattle. But the main cause of great sacrifice was the outbreak of the so-called "Spanish fever," which caused a tremendous excitement throughout the North. A disastrous panic occurred among holders of short-horn cattle, resulting in severe losses and often ruin to many northern cattle men. But before we go further into the discussion of the subject of the disease, its primal cause, preventives, etc., we will notice another enterprise that took practical shape in the spring of 1868. A certain firm of cattle-men in Chicago went to Texas and contracted with certain large cattle drovers to deliver about forty thousand head of cattle on the Mississippi river at the mouth of Red river where, upon delivery, the cattle were crowded in large numbers on the hot unventilated decks of large steamboats. After six to twelve days of perpetual standing upon the hard deck without room to lay down, or drink, or feed, suffering with heat and overcrowding, they were landed at Cairo, Illinois, in great poverty of flesh and famishing with hunger, and so near dead from exhaustion that in many instances they had to be helped up the levee to the shipping yards of the I. C. R. R., upon which road they were shipped to Tolono, Ill., and there unloaded and turned upon the prairies whereon all the domestic cattle of the county were grazing. Many of the Texas cattle were sold to feeders and grazers in that portion of Illinois, and some went into Indiana and were put in pastures, often mixed with the domestic cattle, no danger being apprehended. But before thirty days of hot weather had elapsed the domestic cattle on the prairies and in the pastures began to sicken and die at a frightful rate. Many grazers became alarmed and rushed their cattle off to market, fearing if they kept them that they would lose the entire herd by the dreaded disease. Several herds of domestic cattle which had been exposed were shipped east, and upon the way developed the disease, and speedily died, causing great losses to their owners and a feeling of indignant fear and excitement among all Eastern as well as Western cattle men, resulting, as before stated, in a crash and panic throughout the entire Northern cattle market, and a feeling of intense hostility toward southwestern cattle. Upon the prairie about Tolono, Ill., nearly every cow of domestic blood died. In one township every milk cow except one died. This was a great and serious loss to many poor farmers of that region and they became perfectly enraged at Texan cattle, and would have mobbed a man unto death who would have dared to talk in favor of Texan cattle, much less shipped a car-load of them. The trade via mouth of Red river was thoroughly broken up, with disaster to those engaged in it from the North. It was just at the outbreak of the excitement in the East that shipment of the two hundred and twenty-four head of fine Texan cattle from Abilene, arrived at Buffalo. Hence the great loss. About the same time that the disease appeared near Tolono, it also appeared in a much less fatal and less malignant form in other portions of Illinois, among domestic cattle which had been grazed with Texan cattle that had been introduced via Abilene, Kas. But it is a fact well authenticated that but few cases of disease actually occurred after exposure to Texan cattle coming via Western Kansas, and those that did occur were of a milder type, and not sufficiently alarming to have created more than a local excitement, but coupled with the disaster that arose from the introduction of cattle, via mouth of Red river, it was sufficient to put an entire stop to the eastern demand, and consequent shipment of Texan cattle from all points to the east or anywhere into the northwest.

At the same time the disease appeared in Illinois, a few cattle died near Abilene, which were all or nearly all paid for by voluntary contributions of the cattle drovers and parties interested at Abilene; and thus the verbal pledges made to the farmers more than a year before—at a public meeting called to effect the dissolution of a hostile organization, the particulars of which have already been given—were made good to the letter.

The total loss of domestic cattle in Dickinson county was about forty-five hundred dollars in value. However, the prices at which the animals were appraised were often grossly exhorbitant, and in one or two cases fraudulent claims were made, a few of which were paid before detection. Of the fund necessary to liquidate these claims, about twelve hundred dollars was contributed by the drovers then at Abilene, the balance was paid by the parties who owned the shipping yards. The K. P. Railway Company, by its general superintendent, agreed to contribute five hundred dollars, but after the claims were all settled and the Texan cattle shipped, the Railway Company repudiated its agreement and refused to pay anything. Such conduct became quite fashionable with the K. P. Railway Company in after days, indeed they soon became notorious for their bad faith in regard to contracts. It seemed to be their policy to repudiate every contract made. But we will speak of this more definitely in its proper place.

Throughout the entire Western states an unprecedented excitement arose about "Spanish fever," a name given by common consent to the malady or disease disseminated by Texan cattle. It was the subject of gossip by everybody and formed the topic of innumerable newspaper articles, as well as associated press dispatches. A panic seized upon owners of domestic herds everywhere and many rushed their cattle off to market only to meet panic-stricken operators from other sections and ruinously low prices for their stock.

The butchers, venders and consumers were alike alarmed and afraid to buy, sell or consume beef of any kind.

The Agricultural Society of Illinois appointed of its members a committee of three to investigate the cause of the disease, the remedies, and the preventive, if any could be found. This investigation was conducted in all the districts in Illinois where the disease had made its appearance, also at Abilene, Kansas.

We believe it was as thorough in character and as conscientiously made as circumstances would admit. But no satisfactory cause of the disease was discovered, and of the various theories maintained none seemed to be entirely satisfactory or conclusive.

Soon after the outbreak of the disease the Governor of New York appointed inspectors and attempted to quarantine all cattle from the west or northwest. This soon began to work a hardship on the cattle shippers from Illinois, and the Governor of that State appointed two commissioners to look after the interests of the Sucker State cattle boys. This diplomatic choir of ministers plenipotentiary in all matters pertaining to bulls of Suckerdom, were heavy weights, intellectually and otherwise.

We doubt not the State of New York was awed into respectfully considerate conduct by the magnetic presence of the mighty geniuses sent into her borders by the Governor of Illinois. Under the old Quaker rule they must have made splendid envoys.

This immortalizing act of the Governor of Illinois was followed by another, the calling of a convention of experts to assemble in the Sucker Capitol. This convention as a collection of quondam quacks, and impractical theorists, and imbecile ignoramuses, was without an equal.

There were in attendance delegates from most of the northern States; also two or more from the Canadas.

A portion of the delegates were esculapians of the most deadly type—others mere political bummers—sent to that convention by their respective Governors to relieve the community, for a short time, at least, of a pestilential crew. Others were so prejudiced as to be utterly unfit to deliberate on, or investigate anything; a portion were of that class who will enjoy especial immunity on the final day, if it be true "That unto whom little is given, little will be required." There were a few earnest seekers after truth and information upon the vexed subject of "Spanish fever," and the importation of Texan cattle, and "What to do about it."

The convention as a body, was a prejudiced, impractical one, filled with a burning hatred of long-horned kine. The object of the convention was to determine upon a practical mode of protecting domestic cattle from disease, and to recommend a practical basis of legislation against the introduction of Texan cattle.

Upon the organization of the convention it was patent to the most casual observer that recommendations of absolute prohibition, for at least eight or ten months in the year, was the only policy that could or would be adopted, and such was the case

There was but one man upon that floor, and he an honorary member from Kansas, that dare raise his voice in behalf of Texan cattle, and his speech brought forth a storm of indignation from the members of the convention, for it was exceedingly unpalatable to hear Texan cattle spoken of in any other terms than those of the strongest condemnation.

But it was idle for the speaker to point out that an attempt to prohibit absolutely the products of one State from passing through or into another State or to the common markets of the country, by the legislature enactment of a State, was clearly in violation of the Federal Constitution, wherein is delegated to Congress only, the power to regulate commerce between the States. It was futile to urge the equal rights of the owners of cattle, no matter whether the cattle's horns were long or short, although the owner of the former might be a citizen of Texas. It was useless to point out the utter

"EXPERTS IN COUNCIL."

failure of prohibitory legislation, as exemplified in the case of several of the western States, to accomplish the design sought, to-wit: To protect the short-horn cattle from disease. It were words spent in vain to point out legitimate and legal quarantin emeasures or methods of attaining the end desired. There were few who would heed whilst the arrangement of nature was pointed out, in that, that the west and southwest must produce, the northwest fatten, and the east consume the beef product of the United States; and that one section was dependent on the other for its ultimate prosperity.

All these and other weighty considerations were urged upon the attention of the convention; but their announcement fell as soft water upon the flinty stone, for it had predetermined on prohibition.

Of the various theories advanced concerning the primal cause of Spanish fever, three only had any considerable number of adherents. The first called the natural or "Sporule" theory, was advocated if not invented, by the scientists and doctors who composed in part at least nearly every commission sent out to investigate the disease and its causes. This theory is that the primal cause of the disease is found to be a small egg or sporule deposited upon the blades of grass in Texas, which being eaten by the animal finds its way into the blood and grows to be microscopic monsters. Disorganization of the blood, disease, the symptoms of which is fever, and death follows as a kind of natural result.

But it was worth enduring the evils of a perverse generation to have heard those sage theorists dilate upon the devilish character and proclivities of those horrible sporules. How their discovery had cost them so much profound sciendific research—how they had dived in the carcass of the defunct bovine—searched his utmost intestine—torn to atoms and inspected his paunch, and subjected his stomach to the most rigid scrutiny—bursted asunder his liver, and looked into its innermost recess—pried into the secrets of his kidneys—subjected his bladder to the severest chemical tests—looked through powerful telescopes into his dying eye and discerned the anguish of his departing spirit. But it was in his gore that their indominitable energy and profound research was rewarded, by the discovery of the inexpressably horrible sporule. They well knew that in the very nature of things he must be somewhere, for it was plain to them that

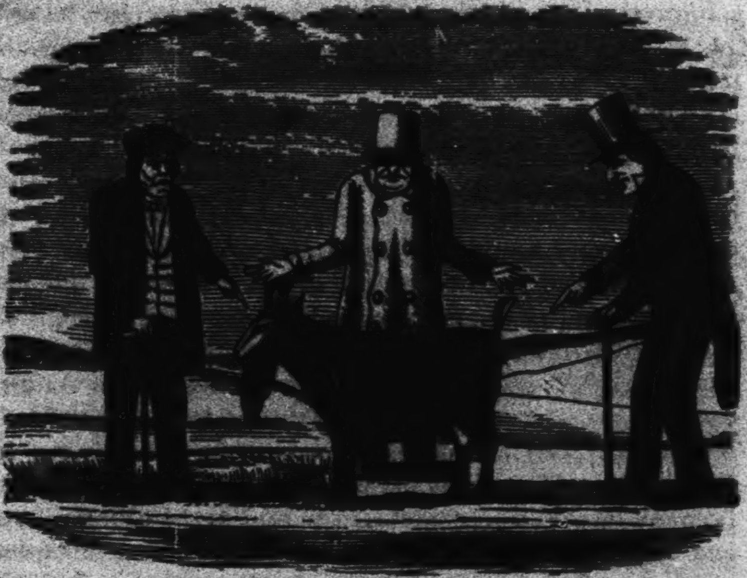
EXPERTS HUNTING SPORULES.

the symmetry and perfection of the universe would have been incomplete without him—the elements of material nature would have long since resolved themselves back into original chaos, if there had been such an omission in creation as the sporule. They justly felt that the discovery of him was the crowning glory and most momentous event of the nineteenth century—if not of all modern times. It was plain that none since the days of the ancient mathematician engulfed in his ablutions had so good a reason to cry out, "Eureka! Eureka!" But the advocaters of this theory failed to inform the

"THE SOWER OF SPORULES."

waiting world what villain put those Sporules upon the grass blades in Texas, or from whence he got them, or why he wanted to make short-horned cattle sick unto death, or whether he had been told to desist, or warned that drawing "back pay" for services once paid for would not be tolerated; or that he was not "putting things where they would do him the most good." That fellow, whoever he is and whatever his malicious intent may be, must be a diabolical monster and worthy of immediate extermination. His body should be embalmed in carbolic acid and placed in the cabinet of those scientists; there to remain as a trophy of the most profound scientific research of the nineteenth century. But in this case it is questionable whether all the investigating conventions, commissions, doctors and scientists ever did the cause of truth one iota of practical good. Their learned and beautifully arranged theories were enunciated and elaborated with all manner of profound erudite detail. Although in practice and for all practical good, they were valueless unless it be as a curious specimen of what great profound thinkers can do for the relief of their country in distress. Indeed their bulky disquisitions clothed in high-sounding words when shorn of their verbiage and compressed into intrinsic truth and practical common sense, would remind matter of fact cattle men of the fabled mountain bringing forth the mouse. In fact the results of the various commissions for the investigation of Spanish fever reminds one of the ancient royal commission of sage scientists who spent many days and weeks investigating and profoundly debating the all absorbing question of natural history, to-wit: "Which is the butt end of a billy goat."

Aside from the honorary member from Kansas, who was the party in interest at Abilene, the convention was as eager to deal a death blow to the new opening stock trade of the southwest as are a pack of ravenous wolves to devour the powerless lamb. It was a noticeable fact that Texas as a State was without a single representative upon the floor of that convention, although the subject had been brought to the attention of a large number of drovers sojourning at Abilene, who did appoint a certain ex-Governor of their State to be a delegate, but failed as usual to provide funds for defraying necessary expenses, so he failed to put in an appearance. So Texas, the State above all others the most inter-



"ANCIENT SCIENTISTS INVESTIGATING."

ested, was entirely unrepresented where her most valuable product was the subject of discussion, and measures adopted recommending a basis of legislation which effected her for weal or woe, to the amount of many millions of dollars in value; and all for the lack of public spirit and public enterprise of her citizens.

The recommendation of that convention formed the basis of legislation enacted by many of the northern States during the following winter. During the summer of 1868, the Federal Government employed to thoroughly investigate the subject of Spanish fever and its prime causes, manner of contraction, and prevention, Prof. John Gamgee, an English Veterinary Surgeon who had won distinction in England during the time when rinderpest made such sad havoc among the herds of England. This capable gentleman visited all portions of the United States where Spanish fever had raged, and also the State of Texas, and made a thorough and practical investigation of the disease, endeavoring to trace its primal cause, origin, and nature. But we have never seen his report in print, and we are not sure that the government had it printed, for the excitement soon abated and Texan cattle began to appear on market both east and west.

Indeed we have often thought that the outbreak of Spanish fever and the consequent excitement, really served to draw toward Texan cattle the attention of stock men from every quarter of the country, and eventuated in their becoming recognized as a staple commodity upon the markets.

It is the opinion of others that the doctors and scientists had caught up one of the effects or symptoms of the disease and manufactured a fine spun theory which looks plausible on paper, but has not one ounce of truth or fact in it. In Spanish fever like pneumonia in horses, the blood, we opine, becomes totally disorganized, in fact might be called rotten, and upon examining it with the microscope a very unnatural appearance is detected. But the actual cause of the disease can only be conjectured from this standpoint.

Another, the second theory, is that the disease is solely and entirely caused by the ticks peculiar to the climate and country of the southwest. It is argued that only ticky cattle will disseminate disease; that every native that dies of Spanish fever will always be found to have almost one tick for every hair on his hide; that his stomach will be found often to contain ticks although small yet numerous mingled with the food. It is held, truthfully too, that the large ticks seen in great numbers on almost all cattle fresh from Texas that have been shipped direct north, soon yield their hold on the animal and fall to the ground where they by a process peculiar to their nature, become as an egg, from each one of which a thousand or more little ticks will be hatched in a short space of time, and crawl upon the blades of grass wherefrom they get on the legs of the grazing animal, and when it lays down to rest get on to its body. Also the ticks whilst in this diminutive state are eaten by the domestic animal in great quantities. Whether on the outside of his body digging into his skin or within his stomach, they are to the domestic cattle rank poison, which, when a sufficient amount has been absorbed by the animal's system, acts in such a manner as to create fever and death. It is urged in support of the "Tick theory" that the advent of frost, as is well known to be the case, puts a stop to the spread of the disease by killing the young ticks. It is also a well known fact that in every case wherein a ticky herd of cattle came upon the pasture in contact with natives, that disease was sure to follow. The cattle that were introduced into Illinois via the Red river route was always very ticky, often having so many that the actual color of the animal would be hid by the large, distended, greyish white bodies of the million of ticks which were clinging to his hide, and sucking blood from him.

Wherever on the pasture fields or prairies these cattle came in contact and grazed with the domestic stock, pestilential disease and death followed with infallible certainty.

The "Tick theory" had for its advocates some able practical cattle men, some of whom had lost heavily by Spanish fever, and had made close observations and tests to ascertain the real cause of the disease and its manner of contraction.

The third theory is that the Spanish fever is superinduced by much the same causes, as ship fever aboard emigrant steam ships, to-wit: by hard usage and privation of the usual and necessary rest, food, and water.

The cattle of Texas being wild and free, almost as much so as the buffalo of the plains in the west, are fretful and worried by restraint and handling much as is the full grown wild animal when caged.

It is not uncommon to over-drive and starve the Texan cattle en route for market. Often in dry seasons water being scarce herds do not get sufficient for a week at a time, and often the haste of the drover or his indolence allows his cattle to be over-driven, and that too without sufficient food to prevent his stock from suffering.

We leave the reader to form his own opinion which of the theories stated is the correct one, only adding that a carefully driven herd of Texan cattle coming via Western Kansas into the northern States seldom if ever disseminate disease. If permitted to rest for thirty to sixty days on good range abounding with plenty of water and grass, they will not infect the domestic cattle. This we know to be correct. But whether during this rest from travel and hardship the fever becomes extinct by the recurperative power of the animals, or whether the losing of the ticks, as they invariably do, rids them of the seeds of disease, we leave the reader to form his own opinion, only adding that after the closest observation of many cases and often trying to seek out the real causes of Spanish fever, we are unable to say whether the "Tick theory" or the "Ship fever theory" is the correct one. For both theories have almost unanswerable arguments in their favor. Of one thing we feel certain, that is, that the cattle in Texas upon their accustomed range are as healthy as any cattle in the world.

There is one peculiar characteristic of Spanish fever among Texan cattle, that is, its presence is scarcely perceptible to the casual observer, for it never kills a Texan animal, and effects them so slightly that it requires an experienced eye to detect its presence in a herd of Texan cattle. Nevertheless, they do have the disease and occasionally one of them will be sick near unto death with it, especially is this the case with Texan cattle that have been wintered in the northern States.

It is a well settled fact, settled by every investigation yet instituted as well as by the unanimous testimony of the closest observing practical cattle men, that the disease is communicated to the domestic stock only by grazing and laying upon the same grounds or pasture lands which have been previously grazed over by Texan cattle.

That to travel upon the same road, to drink at the same pond of water, to pass through the same shipping yards or in the same cars, will not furnish the necessary conditions for contraction of the disease. But, we repeat, the domestic stock must eat of the same grass that has just previously been depastured by the Texan cattle. Whether the seeds of disease left on the grass are in the shape of ticks, or is a poison left in and with their saliva or slobbers, or in and with the urine or residuum deposited upon the grass, or whether they are the veritable "Sporules" of the scientists, is an undetermined question and one about which practical cattle men as well as doctors disagree.

We propose to deal with facts or practical effects, rather than with theories. One thing, there is little use to deny or gainsay, that there is such a malady as is commonly called Spanish fever; or that it is under certain circumstances disseminated by Texan cattle. It is in ninety-nine cases in one hundred, fatal in its effects upon the short-horn cattle. While it is an unsettled question just how the short-horn contracts, or the Texan disseminates, the disease, none other than an obdurate man, one who would not or could not, be convinced by evidence, will longer dispute or disbelieve the actual existence, at certain seasons of the year, of the disease among certain classes of cattle.

In about two to four weeks after the short-horn has been exposed to the necessary conditions; that is, grazed over and rested upon the same pastures upon which certain herds of Texan cattle have previously been pastured, he may be observed to become stupid, refuse to eat or drink, inclined to stand or lie in the fence corners, his head will droop below its natural position, his ears will lop down beside his head, his eyes will become nearly fixed, and a wild glaring stare, will be observed, whilst from his nostrils or mouth, will constantly drool a whitish ropey slobber resembling excessive salivary secretion. The animal's coat of hair will stand up on end or turn forward, presenting a rough unthrifty appearance, whilst his back will become arched. Frequent urinary discharges will occur presenting the appearance to the casual observer, of pure blood, but rare evacuations of the bowels will occur, and those will be very hard and dry. The animal will become intensely hot, and suffer great pain, and when near dissolution, will often bellow piercing shrieks, expressive of the racking pain endured. Sometimes they will plunge about wildly for a few moments and then suddenly fall down and expire instantly.

If the subject is milk stock, one of the first symptoms of approaching disease will be the diminution of the supply of milk, which in one or two days will cease altogether. Milk cows are more liable for some unknown reason to contract the disease, than are other cattle.

A sucking calf never takes Spanish fever, no matter if it sucks its dying or dead mother, as they have been seen do, without contracting the disease. One short-horn will not contract the fever from another short-horn, nor will a herd of short-horns contract Spanish fever from the worst infected herd of Texans, if they are separated by so much as a partition fence. Although the water the short-horns drink may have come first through the pasture whereon are grazing infected Texans; it will not convey the seeds of disease to the short-horns. We repeat, it is the necessary conditions for the native cattle to graze over, and lie upon pastures which have just previously been grazed over by Texans, in order to contract Spanish fever. No well authenticated instance of the contraction of the disease in any other manner or under other circumstances has yet been produced.

It is not difficult generally for an experienced western cattle man to detect the Spanish fever existing in a herd of Texan cattle, but it requires close scrutiny and experience, for the evidences of its presence are not discernable to the casual observer or inexperienced cattle man. No specific, infallible remedy has yet been found for Spanish fever, but enough is known or established as the result of experiments, to warrant the assertion, that if the animal is thoroughly drenched with any powerful purgatives, so as to relieve the system or all food while the animal is in the earlier stages of the disease, it is quite likely to recover. But inasmuch as the animal's stomach or manifold becomes as dry as a gunny sack, and the contents as dry and hard as a pine board, looking much like a hard sponge, in the latter stages of the disease, it is plain that physics or any other remedy can not afford relief. It has been found very beneficial as a preventive and cure to feed green corn, to exposed animals, or those taking the disease. It is found that corn will in this case as in "milk sickness," neutralize the poison, much as the essence of corn, familiarly called whisky, will neutralize the poison of the rattlesnake.

Many cattle men are fond of neutralizing snake bites. In fact, some of them neutralize so often that they dream of snakes being in many disgustingly familiar attitudes, especially about their boots.

Perhaps no one man sustained greater losses, both direct and indirect, from Spanish fever, than John T. Alexander, of Morgan County, Illinois. Certainly no man in that State or any other has handled more Texan cattle on his own account than has he. Indeed, there are few, if any, who have handled more cattle of all classes than has Mr. Alexander. Beginning when he was a lad of thirteen years to assist his father, then an extensive drover from Ohio to the eastern markets, he gradually grew to the business for which he had a natural taste, and great, good judgment—two indispensible qualifications for the successful cattle man. Although a Virginian by birth, he was reared in Ohio, spending his youthful days in aiding his father drive cattle from that State over the Alleghany Mountains to the Philadelphia, Baltimore, New York and Boston markets. At the age of twenty years, his father having met one of those severe reverses so common to the life of the drover or cattle shipper, young Alexander determined to try the West on his own account. Accordingly but a few short weeks elapsed before he might have been seen in St. Louis, looking for something to do in the line of his chosen business, without capital, other than his abilities and energy. He was not afraid of work, and gladly accepted a situation upon a moderate salary, to aid Christian Hays, then one of Louis' heaviest operators, in his live stock transactions. At that early day such a convenience as live Stock Scales for weighing animals alive was unknown, or if known, unused so far west as St. Louis. It was the custom to select an average bullock, slaughter him, weigh the carcass, and then from that compute the average weight of the entire herd. It was the custom then in vogue for the drover and the purchaser to select, or arrive at the average steer, by choosing alternately one the best and heaviest steer, the other the lightest and meanest steer, until all but one steer was chosen. This, of course, was taken for the average. It is easy to see that much depended upon the judgment of the parties who did the selecting. If the drover was a better judge than the buyer, he was sure to get the better of him, and *vice versa*. Young Alexander was soon detailed to average a drove for his employer, and the manner in which he did that duty, the mature judgment, the "cattle sense" which he evinced, was noticed by Mr. Hays, and he concluded that young Alexander possessed abilities fitting him for superior duties, and at once put him into commission and sent him to Central Illinois to buy fat cattle for the St. Louis market. Mr. Hays made no error in sending the young cattle man out with instructions to buy upon his own judgment, for it was more and more apparent from day to day that young Alexander well understood his business.

In a few months, after several trips to Central Illinois, he determined to feed a moderate sized drove on his own account. His friend Hays was quite willing to aid him to accomplish the undertaking by loaning any needed funds.

After spending two or three years in operating in live stock in connection with Mr. Hays, young Alexander determined to drive a herd of two hundred and thirty head of fat cattle of his own feeding to the eastern market. In those days there were no railroads extending into Illinois. Sending western cattle direct to the Atlantic coast markets was an experiment never before extensively tried, and it required a man of will and energy to undertake and execute the effort, for it was not only a great hazard, but required the entire summer to accomplish it. Great care had to be exercised, and the herd prudently managed and carefully driven, to prevent a ruinous shrinkage in flesh and condition. The cattle had been full fed during the previous six months, and were well fatted. Upon the skill of the drover in handling his herd depended the retaining or losing of this flesh or condition. No one understood how to handle a drove of fat cattle better than Mr. Alexander, and it is needless to add that he was successful. After driving over the broad prairies of Illinois and Western Indiana, feeding the cattle upon the natural grasses while upon the prairies—through the timbered portion of the remainder of his journey, turning them upon the fenced pastures of the farmers—he arrived in Albany, New York State, just in time to meet a purchaser, at thirty-one dollars per head, delivered in Boston, Mass. This price was considered very satisfactory, although it looks to a cattle man of the present day to be a very low figure. But everything was proportionately lower then, and one dollar would buy as much land or other valuables, as will ten dollars at this time. As a proof that Mr. Alexander made a good sale we add that his purchaser lost money on the cattle, not because they were not good, but because the Boston markets were too low.

After operating for three or four years longer as a trader, Mr. Alexander decided to purchase land, and embark in farming and cattle feeding exclusively. Accordingly in 1848 he made his first investment in real estate, selecting lands in Morgan County, Central Illinois, as being the best in the State. The first purchase was made at three dollars per acre for a large tract of land, still owned by Mr. Alexander, and now worth not less than seventy-five dollars per acre, and is located upon the T. W. & W. Railway, near a station named after the extensive cattle shipper.

Indeed, there are few, if any, superior lands for agricultural or pastoral purposes within the limits of the United States, than are found in Central Illinois, and in that district there is no better lands than are those selected by Mr. Alexander.

Central Illinois has become universally wealthy by corn raising and hog and cattle feeding, or, in other words, making the live stock product of other regions fit for eastern markets and consumption.

The manner of corn feeding cattle is familiar to most northwestern men, but as it is a business of great importance and magnitude; one in which millions of dollars are annually invested; one that engages the attention and efforts of thousands of enterprising, energetic men; and one that doubles the value of every head of cattle fed, of which there are many thousands; it is deemed worthy of more than a passing notice. The best inland corn growing regions, where corn can be produced or bought cheaply are the cattle feeding centers. The farmer, who is often a feeder also, devotes his whole attention during the spring and summer months, to planting and cultivating a large crop of corn. When the fall season arrives, and the corn begins to mature, it is cut and shocked, which process consists in cutting and placing in the center, all the corn on a space of ground equal to fourteen or sixteen corn hills square. The corn stalks are cut off near the ground, and are set up snugly together, forming a compact shock, which is allowed to stand in the field until it is fed. A few weeks before the grass in the pasture fails, the feeder begins to give his cattle corn, at first but little, gradually increasing the amount until the cattle become thoroughly accustomed to it, without gorging or foundering. When the pasture becomes bare of grass, the cattle are brought into the feed yards, and there daily fed for from four to six months. The feeder's outfit is usually an ox team of one or more pairs of cattle, which are attached to a wagon, upon which is placed a long, rude, strong rack, much like a hay frame, upon which the shock corn is thrown, then drawn from the field to the feed yard. Entering the yard with his team, the feeder mounts the load, and with a stake or standard from the rack, throws the corn to the ground, first upon one side then upon the other, while the team moves around a beaten circuit which they soon become accustomed to follow, and which is soon marked by a high ridge of corn-stalks, which in muddy, rainy times, forms a dry spot or circle, as well as an excellent bed in cold weather.

The ground is literally floored or paved with corn stalks in the feed yard, and the cattle are allowed to eat as much as they desire, and that too of the best ears of corn. An average sized bullock will eat and waste, one-half bushel of corn each day, and will become, in time, very fat. The usual gain in four to six months feeding, is from two to three hundred pounds. Extra good feeding of extra good cattle, will often make greater gains. Many feeders prefer to feed husked or snapped corn, which is fed in boxes or troughs. There is less waste of corn, but this method requires feeding hay, or straw for roughness.

When shock corn is fed, two yards are provided, in which the cattle are fed alternate days. Whilst they are being fed in one, a herd of swine are eating up the waste and offal in the other. One to two hogs to each bullock are thus made fat. The profits on the hogs fatted, is no inconsiderable item in the feeding operation.

To secure the hogs to follow the feeding cattle, sometimes the whole country is scoured, and occasionally resort is had to distant counties. This branch of trade, like all others, developes characteristics peculiar to itself. In Central Illinois, a noted cattle feeding district, resort is sometimes had to southern counties for stock hogs to follow cattle. Those counties less adapted to corn production, but abounding in heavy forests of oak, hickory and walnut, which furnish mast, upon which the industrious long-nosed, cat-hamed porcines, indigenous to those regions, subsist. When the local trader becomes aware of their value, he will industriously seek them out, gather them into small squads, and ship them to central portions of the State, where, with a manner the most bland, he will seek to sell them to some cattle feeder. These itinerant pig-pedlers are of very doubtful morals, or virtue, and usually reside upon a State road, or public thoroughfare in a hilly district, where the yellow clay soil is uppermost; usually a few miles east of some pleasant plains. These pig venders are genuine heroes, and often hail from "Pinckneyville," or other mellifluous regions. Should the reader ever journey in those regions, he will not fail to hear of, or meet, one of those "heroes," and will know at once that he is in the presence of unappreciated greatness, of which he will be A Ware.

A "PINCKNEYVILLE" PIG VENDER.

There is quite a diversity of opinion among feeders, as to the most profitable manner of feeding, as well as to kinds or classes of cattle to feed. Many hold, and practice a system of full feeding, and selling off of the grain feed. Whilst others feed less grain during the winter, and finish fatting on the pasture the following spring and summer. Others simply "rough through", and fatten exclusively on the grass.

Many feeders will not feed other than graded Durhams, or natives, whilst just as respectable and successful a class prefer the Texan, or southern cattle. Of course the whole matter hinges upon the question of profit.

The native to begin with cost fully twice as much as the southern bullock, and when fat sells for a better price per pound than Texan. But when both are fat, the difference in price per pound is not so great as the difference in first cost; but the native feeds better, eats corn to better advantage, takes on more fat on corn feed than does the Texan; but the southern bullock excels the native in fatting on grass—makes great gains in less time than the native.

It may be truthfully stated, that for fatting on corn, the native excels and is therefore preferable, whilst for "roughing through," and fatting on grass, the Texan is superior.

The feeder who reverses this order, in handling either class, rarely does it to his profit. Nevertheless a herd of Texan cattle which has been delivered in the north during the early part of summer, and has become thoroughly rested and climated before winter, can be made really fat on corn.

In various experiments made in feeding Texan cattle, it has been demonstrated that to shell the corn is of great advantage. It has been found that the cob, being hard and unnutritious, is unpalatable to them, and is a great obstacle to successfully feeding them. But as a rule, to "rough through" and fatten on the grass, is the most profitable manner to handle Texan cattle in the Northwestern States.

In Central Illinois many of the most successful dealers in Southern cattle, feed them upon the blue grass pastures,

"CORN-FEEDING" ON JOHN T. ALEXANDER'S FARM, MORGAN COUNTY, ILLINOIS.

and never lot them up, but aim only to bring them to grass the following spring in strong thrifty condition, upon which they will soon become fit for the shambles of New York. This is the manner in which Mr. Alexander handles his large purchases of Texan cattle.

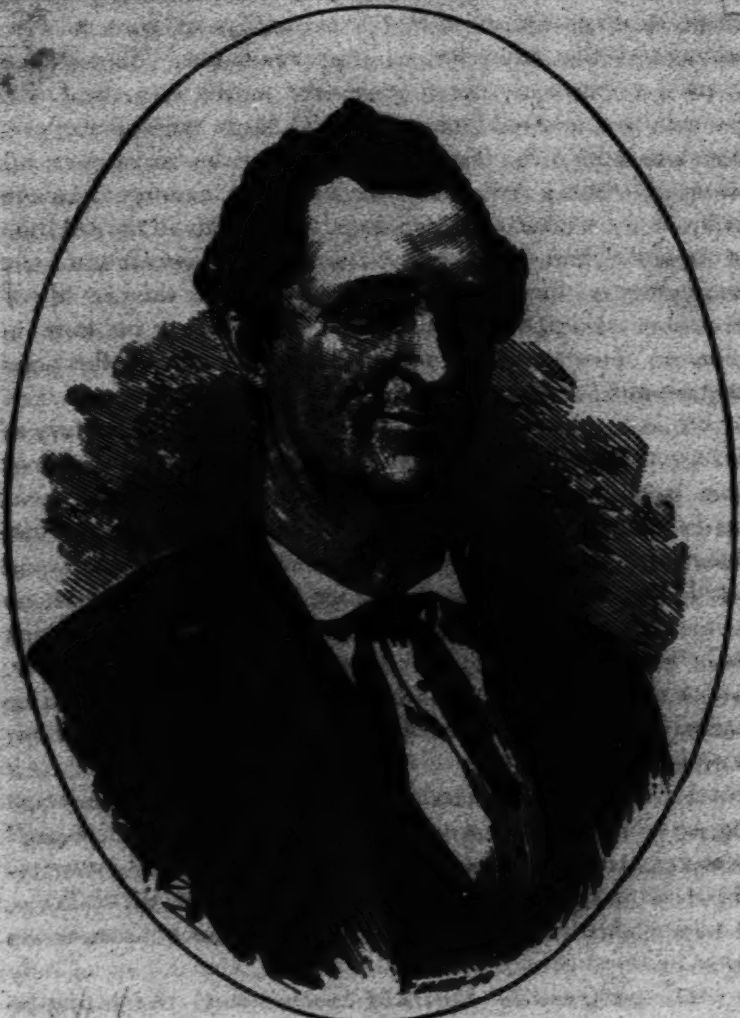
For many years, all the suitable cattle of the Missouri Valley region, were driven to Central Illinois, and there, by six months corn feeding, made fat, and doubled in value. Thus, by combining the products of those rich corn lands, as much money or value was created in six months, as the producer of the unfatted steer had made in three years handling or rearing the same animal. This fact soon became patent to the thinking agriculturists, and it was not long before the corn-growing portions of Illinois became either a cornfield or feed yard, annually sending to eastern markets thousands of fatted cattle. In this business Mr. Alexander saw and realized great profit and was fast becoming princely wealthy. But there occurred a year of severe drouth, something uncommon to that country, cutting off the corn crops upon the uplands, so that corn in sufficient quantities for cattle-feeding purposes could be found only on the river bottoms, and to those sections Mr. Alexander took his herds and full fed them during the winter of 1854 and 1855. When spring came no buyer offered him such prices as he thought he ought to have, so he determined to drive and ship on his own account. At that date the nearest railroad terminus, or shipping point, was at Logansport, Indiana, a distance of three or four hundred miles, and hither he turned his droves, carring them to Toledo, Ohio; thence to Dunkirk by lake steamer. Then recarring them to New York city, from whence a part was sent to Boston. In this transaction Mr. Alexander did not realize so much by several thousand dollars as he had had offered him for his cattle in the west.

Instead of discouraging him from future shipments it only excited his energy and determination to retrieve his losses in the same place and business wherein he had sustained them. Many readers would suppose that no man would leave a business in which he had in a few years acquired four thousand acres of fine, valuable land, and ten thousand dollars in cash, to engage in another; especially one that was uncertain, and had already lost the snug sum of five thousand dollars. But if they do so think they do not understand the peculiar turn of mind, and temperament necessary to constitute a cattle shipper. Nothing arouses his will and determination more surely and drives him to greater ventures than losses on the first shipments. Like the devotee of the card table, he determines to get even and more. This determination has ruined many good men and turned them out of house and home.

Mr. Alexander's loss only seemed to make him determined, and contrary to the advice of his financial friends, he engaged in shipping cattle via Chicago to the eastern markets during the year 1856, but without making or losing to speak of. But during the following year, in connection with his partner, he shipped via the T., W. & W. Railway, then just completed, ten thousand head of cattle, and at the end of the season divided the snug sum of sixty thousand dollars.

But success only stimulated him to greater undertakings, and the following year, his partner having been killed in a railroad accident, Mr. Alexander shipped eleven thousand head of cattle, but with more loss than profit. The succeeding year (that of 1859) fifteen thousand head of fat cattle went east as the contribution or business of Mr. Alexander. To say that this years's operation was a losing one, is putting it mild, it was "a ripper," as a cattle man would style it. Mr. Alexander's losses were equal to, or greater than the value of his entire estate, but the public did not know it, and still had the greatest confidence in his ability. During the two succeeding years but little money was made or lost, although an immense business was done.

Then the civil war broke out. There were many thousands of cattle and mules in the State of Missouri, one ot the States deeply involved in the struggle, in fact was largely the battle ground. This turn of affairs made the tenure of personal property very insecure in that State, and most owners were willing to sell at any price, no matter how low. This offered a good opportunity to venturesome cattle men, and Mr. Alexander's financial condition was such that he was prepared to take any manner or kind of risks to retrieve his financial losses. Accordingly he put several energetic buyers in Missouri, with instructions to penetrate the disturbed districts, and, where war's dreaded cloud hung darkest and most threateningly, there buy every steer or mule they could (of course as cheap as possible) and send them to his farm in Illinois. Two years, affording such opportunities for good investments, were sufficient to make good all previous losses of Mr. Alexander. At the close of the war an inventory of his assets would have shown seventy-two hundred acres of land, worth seventy-five dollars per acre, one hundred thousand dollars in bank; his pastures full of cattle, and not one dollar of debt. One would think that such an exhibit would satisfy any one's greatest desires for wealth, so far at least, as to prevent him from engaging in any operations in which there was great hazard; but such was not the case with Mr. Alexander, he, like the ancient conqueror of the same name, looked and longed for other and greater conquests; but, different to his ancient namesake, he soon found a "New World," which he essayed to conquer. It was the purchasing and improving of what was then called the "Sullivan," but afterwards the "Broad Lands" farm, a tract of twenty-six thousand acres of land, near the T., W. & W. Railway, in Champaign County, Illinois. This purchase in connection with heavy losses by cattle shipping, also a loss of fully seventy-five thousand dollars by Spanish fever, to this may be added the repudiation of a contract by certain railroads, whereby he was made to sustain a loss of near two hundred and fifty thousand dollars, produced a crisis in his affairs of the gravest nature. As is usual in such cases, every effort



JOHN T. ALEXANDER.

put forth to prevent impending disaster only brings additional distress. So in his case. Finally he took a survey of his affairs, and concluded to sell his Broad Lands farm, accordingly hunted up a purchaser in the person of the agent of a Canadian Company, and contracted to sell him the entire tract, for six hundred and seventy-five thousand dollars. Of this transaction he hastened to inform his most pressing creditors. But alas for him, when the time came to ratify the contract, the Canadian Company refused to abide the contract of its agent, and the land trade failed. This precipitated the impending crisis. In compliance with the advice of his friends, he turned his entire estates and immense personal property—in short all his assets—into the hands of three assignees for the benefit of his creditors.

This was perhaps the darkest, bitterest year of his existence—a year of crushing disappointment and pungent humiliation, such as a high ambitious sensitive soul could scarce endure. It was crushing and overwhelming to Mr. Alexander, for he had ever been a man of the keenest sensibilities; of the most exalted honor in all his business transactions; above petty spites or contemptible actions. The word "failed," which was bandied about from mouth to mouth, grated harshly upon his ears and wounded deeply his inmost soul and rendered life itself almost an undesirable burthen.

Such were the results of a few years of persistent cattle shipping in connection with incidental disastrous business transactions. A fortune of colossal proportions, riven to shreds, as is the oak by the lightning's hot bolt. Scattered as if by a cyclone, as are the fragments of a rock riven ocean steamer.

Notwithstanding the liabilities reached the enormous figures of twelve hundred thousand dollars, the estate was ample to pay every creditor, dollar for dollar, and leave Mr. Alexander about two thousand acres of the best of his Morgan county lands, without a single legitimate unpaid claim outstanding. With an energy peculiar only to men of real ability—but never found in the fungus brains of the maudlin goslings who flash like a meteor athwart the business horizon and die out never to be seen or heard of again, save as some abandoned loafer or drunken saloon ornament—Mr. Alexander set himself about retrieving his lost fortunes, and in his success during the last two years can be taken as a harbinger of the future, the time will be quite brief before his Morgan county estate will be as large as ever.

His greatest losses occurred in 1868, during the great excitement about Spanish fever, and were carried until 1870, in which a desperate effort was made to cover, and fully seventy thousand head of cattle were shipped to the eastern markets. This is the largest year, or season's business ever done by a single individual, in marketing cattle, in the United States, or perhaps in the world.

Mr. Alexander regards himself as taking his third start in the world—one at St. Louis, one at the beginning of the war, and one now.

His first financial friend was Christian Hays, of St. Louis; his second was Thomas Condell, for many years President of a strong banking institution of Springfield, Illinois, and a man who had almost unerring judgment in business matters, especially those pertaining to cattle transactions—one who stood by and aided with money and council, his friends and business patrons in the darkest hours as well as in the brightest. More than one cattle man remembers the name and fidelity of Thomas Condell with feelings of the deepest gratitude, if not of love and veneration. He has some years since retired from active business, greatly to the regret of many cattle men of Central Illinois. It seems strange that of the many bankers who in former years were more than willing to loan their money to Mr. Alexander, not one was willing, after he had met his great reverses, to aid him in his effort to recuperate his shattered fortune, although he had paid in full every legitimate claim against him. Yet, it is said, "Where there is a will there is a way," and Mr Alexander certainly had the will and a good vigorous one at that.

Finally to him came Geo. Wilson, a banker of Geneseo, Illinois, a man of considerable ready means and a shrewd operator; one who has made his money largely out of cattle, and with cattle men; one who is blessed with that rare quality called "Cattle sense"—an article quite rare among bankers—and proposed to furnish all cash needed to stock up Mr. Alexander's ands. This he did for two years, besides paying for thee thousand fine cattle, at panic prices, during the fall of 1873, for the pastures and feed yards of Mr. Alexander. These cattle will be grazed on blue grass pastures until February, and then be fed corn on the pastures until spring. Then they will be grazed on the blue grass pastures and fatted, which requires but few month's to accomplish.

But we can not close this imperfect sketch without offering a few thoughts upon the life and labors of such men as Mr. Alexander. No right thinking man can regard them other than public benefactors, and as such, are of much greater consequence and benefit in a substantial way than many think. They take from the feeder's yards his fatted stock, and four times out of five pay him more than it is worth, and that in cash without delay or serious inconvenience. By their perseverance and business tact they are able to get the lowest rate of freight possible, which the local feeder, nine times in ten, gets the benefit of, in the increased price obtained for his fat stock,

We do not hesitate to assert that the cattle men of the northwest, and especially those of Central Illinois, owe to John T. Alexander a debt of gratitude for many hundreds of thousands, yes, millions of dollars, distributed among them by his liberal hand. We confidently affirm that for more than ten years he added from three to ten dollars per head to the value of the cattle fatted in Central Illinois, which were and are many thousands of head, annually. Mr.

Alexander is not above fifty-three years of age, is tall and of commanding appearance, looks hale, fresh and youthful, is of sanguine mental temperament, and naturally impulsive. He is very quiet and unassuming in manners, speaks but little, and never in a loud or boisterous tone, is affable, social, warm-hearted; appreciates true manhood, is upright, honorable, and high-minded in his business transactions. No superior has gone before him, and there are none to follow after him.

CHAPTER X.

THE EFFECT OF THE SPANISH FEVER EXCITEMENT ON THE ABILENE CATTLE MARKET—AUCTION SALES—LASSOING BUFFALO—PROHIBITORY LEGISLATION IN ILLINOIS—RESISTING AND AMENDING THE BILL—CERTIFICATES UNDER SEAL—THE NOTARY PUBLIC—CONTRACT WITH RAILWAY COMPANY—OPENING OF CATTLE TRADE, 1869—THE CONDUCT AND CHARACTER OF JUNTA, WHICH BUILT, AND FIRST OPERATED THE K. P. RAILWAY—CHARLEY STRANSENBACK—T. J. ALLEN—J. B. HUNTER.

Fully seventy-five thousand cattle arrived at Abilene during 1868; one-fourth of which were taken by Illinois grazers and shipped to pastures during the month of June. Several thousand were taken by territorial operators. But when the Spanish fever excitement broke out, all trade and demand ceased, and a dullness, amounting to distress ensued. Finally, great uneasiness began to be manifested by the drovers who had not sold, lest there would be no more demand, and many began to talk of driving off to other points. Especially was this the case with those who had driven mixed or stock herds, for which there was little or no demand. As it had proved futile to try to prevent Texans from bringing stock cattle to market, the next thing was to find buyers for such as were there. The parties interested in Abilene were anxious to make it a complete market for everything in the line of live stock that was brought to it. Finally the plan of advertising a large semi-monthly public sale of stock cattle to take place at the shipping yards was hit upon and a large number of handbills, dodgers, &c., announcing the auction sale, were provided, and young men were sent by train all over western Missouri and Iowa, eastern Nebraska and Kansas, to distribute them. The first sale was largely attended, and one thousand head of stock was sold at satisfactory prices. Before the day arrived for the second sale, every herd of stock cattle on the range was sold. Such was the result of the advertising done. But no buyers for the grown cattle, or beeves, arrived, and it was thought best to do something to call public attention to the fact that there were twenty-five thousand or more grown cattle for sale at Abilene. The plan adopted was to send east a car load of wild Buffalo, covering the side of the car with advertisements of the cattle. But how to get the Buffalo—that was the question.

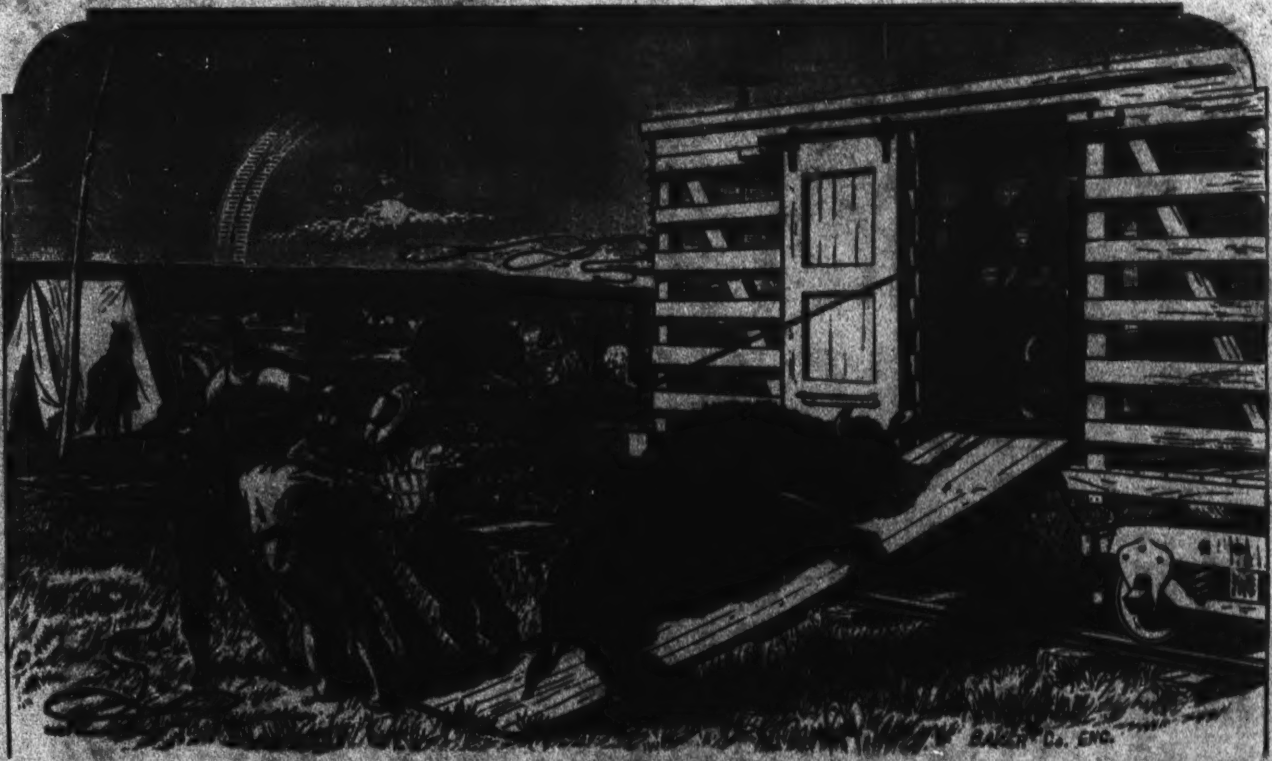
The frame or slats of an ordinary stock car were greatly strengthened by bolting strong, thick plank parallel with the floor, and about three feet above it, to the sides of the car. Putting in a camp outfit, and supplies abundant in one car, and a half dozen horses, well trained to the lasso, in another car, a party of half a dozen, departed for the buffalo regions, out into which the Kansas Pacific Railway was then being operated. Arriving at Fossil Creek siding, the cars were put upon the side track, and camp pitched. The horses were unloaded by means of an inclined plane or platform, temporarily improvised for that purpose. In the party were three or four Texan cow boys, also three California Spaniards, all experts with the lasso. After partaking of a hearty dinner, the party saddled up the ponies, and started out in quest of the buffalo, Although they were not plenty upon that portion of the plains at that date, yet the time was brief before a huge old bull was spied, and immediately preparations to chase and lasso him, were made. Circling around, he was started in the direction of the railroad, and when within a few hundred yards thereof, a sudden dash was made upon him by two Spaniards, and in the twinkling of an eye their lariats were around his neck, So soon as the old monarch found himself entangled, and his speed checked, he became furiously enraged, and alternately charged first at one and then the other of his pursuers. It was noticeable how intensely angry he became; he would drop his head and stiffen his neck, set his tail erect over his back, and with eyes green with pent-up wrath, await the near approach of his tormentors. So soon as one came near, he would plunge at him, and pursue at his utmost speed, so long as there was the least hope of overtaking him. Then stop and whirl about, and attack his nearest pursuer. After getting him quite close to the railroad track by stratagem, the third lasso was adroitly thrown around his hind legs, and in a jiffy the great behemoth was lying stretched, helpless upon the ground. It was vain for him to struggle, the well trained horses watched his every motion and kept the lariats as tight as fiddle-strings, shifting their positions dexterously, to check or counterbalance his every motion. When he ceased to struggle, his legs were securely tied together with short splashes of rope or thongs previously prepared for the purpose, then the lassos were taken off, and after adjusting the inclined plane, a block and tackle were brought into requisition, one end of which was attached to his head, the other to the top of the opposite car door, and before the hot panting bison was aware of what was being done, he was aboard the car; his head securely bound to a post of the car frame, and his feet relieved. He would not bound up and show fight, but lay and sulk for hours. In two days ten full grown bull buffaloes were lassoed, but the weather being very hot, four of them died from the heat and the anger excited by capture. Three became sullen, and laid down before they could be got near the cars, so but three were got aboard in good condition.

It was very exciting to witness the feat of lassoing one of those powerful monsters; to see how skillful those Spaniards could throw the lariat, and above all, how well trained were the horses. From the moment the lasso was thrown they seemed to know just what motion or maneuver was necessary to counteract whatever motions the captured animal might make. It is astonishing what strength they develop;

how much they can draw forward, or hold back by the horn of the saddle, fully twice their own weight. It is impossible to divert their attention from the captured animal or entangle them in the lasso. They know by experience the consequences.

After hanging upon each side of the car, a large canvass, upon which a flaming advertisement was painted, in striking colors, of the cattle at or near Abilene, it was sent through to Chicago via St. Louis, eliciting a great amount of attention and newspaper comment. Upon arrival at Chicago, the buffalo were turned upon the enclosed commons of the stock yards, and afterwards presented to Prof. Gamgee, an English veterinary surgeon, who sent their stuffed hides to London. This advertising feat was followed by an excursion of Illinois cattle men to the West. The party was taken to the end of the railway track, and upon returning to Abilene, was taken upon the prairies and shown the many fine herds of cattle. Several excursionists were induced to invest, and in a few days the market assumed its wonted life and activity. Indeed it seemed to rebound from the depressing effects of the Spanish fever excitement, and long before the cold weather set in, the last bullock was sold. The year of '68 closed with Abilene's success as a cattle market of no mean proportions, assured beyond cavil or doubt. Indeed Texan cattle became suddenly very popular and in great demand for packing purposes, and those of suitable size and quality outsold the shorthorns of the same weights. It was held that a fat Texan was better for packing purposes than a native; that their meat was "marbeled," that is, the fat distributed in alternate layers with the lean fiber, and when cut presents the appearance of variegated marble.

The fall of 1868 afforded the first brief season in which a dollar could be made by shipping Texan cattle to market; during which time the parties, who had expended so much labor and money at Abilene, and had sustained such great losses, were able to cover a small portion thereof.


BAKER Co. ENG.

CAPTURING AND LOADING BUFFALO.

The speculation in buying and shipping cattle was not their chief source of profit, but there existed a written contract between the Kansas Pacific Railway and themselves, wherein the Railway Company agreed to pay them one-eighth of the gross amount of freights that they would procure to be shipped over the Railway, east from Abilene. It was upon, or in consideration of the guarantees of this contract, that they had made such lavish expenditures of money and labor to establish a permanent cattle market and shipping depot at Abilene. The contract was not limited as to time, but was by its terms, as perpetual and binding as the charter upon which the road was built. The Illinoisans very naturally thought that if they could but establish, beyond competion, Abilene as the place to sell and ship cattle, no matter at what cost in 1868, that in future years they would have but an easy time, and but little effort to reap great profit. Not dreaming for a moment but what the Railway Company would stand up manly and honorably to its part of the contract. But in this they soon found they were in great error. When the Railway offices at St. Louis were visited for the purpose of settling up for the first season's work, in which about twenty-five hundred cars of cattle had been loaded at Abilene, they were blandly informed by the executive committe of the Railway Company, that the committee had concluded that it had made a mistake in making such a contract, and had determined to demand the cancellation thereof, and until that demand was complied with the Railway Company would pay no part of the amount or sum already earned, and in future years would not furnish a single car to any parties desiring to load at Abilene. This was the style and character of honor, the recompense, the honorable treatment (?), the little piping President, had assured, in the beginning would be accorded to such parties as would load their trains with eastward bound freight. It was honesty and honor indeed (?) with a vengeance. It was idle to remonstrate, or point out the labors, losses and expenditures which had been incurred to open up and establish the cattle trade. It was futile to show them wherein they were acting in mean, bad faith, or how their proposed course would bring financial ruin on the heads of their best friends and servants. To all such appeals the committee was as deaf and callous, as mean, dishonest, avaricious men could be.

Rather than to cancel that contract, the Illinoisans offered all the establishments for the convenience of cattle trade at Abilene, for one-fourth of their cost; but this the committee would not accept—nothing but cancellation would it have. To obtain this, it proposed to make a contract at a lower rate, such as it claimed the Railway Company could afford to give, and the Illinoisans afford to work for, but without cancellation of the original contract it would do nothing; but fight and seek to ruin the very men that in the beginning it so cordially pledged itself to uphold and sustain. After several ineffectual efforts to adjust matters, and obtain the money so dearly earned, the Illinoisans decided, rather than to enter into a legal contest, to accede to the committee's unjust demand for cancellation, and then for two of the three brothers to withdraw from any connection with the Abilene enterprise, and leave the younger one (who had first conceived the project), to continue its operation. When this was done—the contract cancelled—the money was paid; an amount not equal to one-third of the expenditures incurred by the Illinoisans previously in establishing the cattle market and shipping depot at Abilene.

During the pending of the controversy between the railroad company and the Illinoisans, the Legislature of Illinois met in regular session. From the Danville Senatorial District, which included Tolono and most all that portion of country which had suffered losses by the introduction of Texan cattle, via the Mississippi river, came a State Senator, elected and specially deputed to secure the passage of an act totally prohibiting the introduction of Texan cattle into the State of Illinois. And in pursuance of this purpose he introduced a bill, the provisions of which were absolute prohibition of long-horn kine, no matter where raised, wintered or fatted. It was impossible for language to convey or express stronger proscriptive provisions, than those found in that bill. It was not only sweeping in its provisions as to Southern cattle, but at all times of the year, and under all circumstances, even proposing to debar Southern cattle from passing through the State by rail, or otherwise to the eastern markets. In short its provisions could not have been made more prohibitory, nor its penalties for violation scarce more severe. Inasmuch as the State of Illinois extends from Lake Michigan to the Ohio river, every car of freight from the West, whether dead or alive, must pass through it, in order to reach the eastern markets. There being no available practical routes either south or north of it, to the eastern cities. Therefore the success of that measure as introduced, would have been, not only ruin to the Southern cattle trade and all those engaged in it, but absolute ruin to the Abilene enterprise.

To defeat the measure, or at least modify it, absorbed the undivided attention of the younger Illinoisan, who held the Abilene enterprise so near his heart. During a session of seventy-two days he could have been seen watching and resisting that bill in all its various stages of passage. In the Senate where the principal fight was made, the bill had some active enemies, and often could the young Illinoisan have been seen in earnest consultation with them, discussing or devising plans to defeat or modify the measure, or so amend it, that wholesale ruin would not be entailed upon him. It was plain, that unless there was some place where Texan cattle could be unloaded, no one would care to load or ship any of them, and if none were shipped nothing could be made out of the Abilene enterprise. That measure did not go before a committee, that he did not there meet and fight it direct, or by delaying action upon it. It was perfectly unaccountable how the clerk of the committee would forget the manuscript of the bill at his room, always too far off to permit him to go and get it in time for that session of the committee. Then the next meeting, a part of the committee would be unavoidably absent, attending the sessions of some other committee, or off on a big drunk if nothing else. No quorum being present an adjournment would occur. When its consideration was had, a great effort was made to secure the adoption of a substitute, which provided ample guarantees and provisions, a thousand times better calculated to be regarded and enforced, to protect the short-horn cattle from disease, than all absolute prohibitory measures ever enacted by legislatures. But the famous convention of experts had recommended prohibition, and no other idea or principle could be successfully presented. It was found impossible to defeat the measure, outright, but upon its final passage in the Senate, an amendment, permitting wintered Texan or Southern cattle to come at any time, was adopted. The evidence that the cattle had been so wintered, should be the certificate of any officer "bearing seal." This amendment was adopted by one majority only, but that was enough. The Illinoisan was satisfied to have the bill (with the amendment) enacted; and to guard it, and prevent the amendment from being stricken off by the author of the bill, became his daily care.

The Senator from Danville swore terribly, charging that the very vitals of his pet measure were cut out by the amendment, and that he should see that the bill was restored to its pristine provisions. To prevent this, resort was made to the tactics of delay. It was astonishing how long it took the public printer to print the bill, and then it took the public binder at least a week to accomplish what he might have done in a few hours. When the bill went before the lower house of the legislature, it was after an inexplicable delay, referred to the proper committee. It seemed next thing to an impossibility for that committee to get a quorum at the sittings, at which that bill was to be considered, and then when it finally got together, the clerk thereof, who had in custody the bill, was reported at his room, fully a mile away, too sick to attend; so another series of adjournments were had. Finally, near the end of the legislative session, the committee hastily considered the measure, and unanimously decided to report it just as it was without alteration. It was feared that if the Senate amendment was stricken off, the time would be too short to pass it. Then the amended bill—although it was plain, so far as its prohibition clauses were concerned, would be a dead letter on the statute book—would perhaps satisfy the enraged populace of the Danville district. So it was passed on the last day of the session, just as it came from the Senate, and was signed, although reluctantly, by the Governor, and thus became a law.

Perhaps no severer struggle against overwhelming numbers, was ever witnessed in the history of the legislation of Illinois. Where one man, an inexperienced lobbyist, a mere cattle man without means, and almost unaided, successfully combated a measure of which nine-tenths of the lower house and a majority of the Senate were in favor; he practically defeated it by securing the adoption of such amendments as made its principal and objectionable clauses entirely inoperative and worthless.

For it was astonishing the following summer how many "wintered cattle" arrived at Abilene. In fact it was found difficult to get a steer or cow, four or five years old, without it having been "wintered" somewhere.

And as to those "certificates under seal," there was no trouble to procure them in abundance of a hatchet-faced, black-headed limb of the law, a veritable notary public, at Abilene. He was one of those unprincipled, petty demagogues, whose highest idea of professional honor was to disclose the secrets of his client's business to any one who would give him a pittance therefor; one who never failed to betray his employer, or engage in any low, scavenger work for which he could get pay, no matter how small the sum—who to this day is more widely known for his infamy than his ability. He had been for months oscillating between beggary and starvation, and was only too glad of the opportunity to "manufacture" certificates by the dozen, or the cart load, for a small consideration. Thus he became a convenience to enable cattle shippers, to evade Illinois' high sounding prohibitory legislation.

Indeed the long protracted effort of the legislature of Illinois, in bringing forth that great abortion, only served to again advertise Abilene, and Texan cattle, much as did the Convention of Experts, and create an increased feeling in favor of Texan cattle, and a wide-spread desire to handle them. So that when the season of 1869 opened, more buyers than ever before put in an appearance at Abilene, and trade was decidedly lively, at astonishingly good prices. Many herds of good beeves were taken at from twenty-five to thirty-five dollars per head. A brisk demand sprung up for Texan stock cattle for ranching purposes in the west.

Before the opening of the cattle season, the young Illinoisan visited the railway general offices at St. Louis, and made a contract with the Executive Committee of the K. P. Ry., and then proceeded to Kansas, and put all things in readiness for a good season's business.

However, since the Executive Committee had acted in such bad faith, not to say dishonorable and mean, concerning the previous contract, the Illinoisan decided to dispose of the Drovers' Cottage, and such other real property, except the shipping yards, as he held at Abilene, so that he would not be so completely at the mercy of the unprincipled avaricious Executive Committee. For it had already been seen that so long as much money was invested in large buildings, which, without a cattle trade, would not be worth three per cent. of their cost, the Railway Company had a great advantage with which to work oppression.

No one would care to own a hotel, with capacity to accommodate one or two hundred guests, located in the midst of an unsettled plain, where, without a foreign commerce, it could have no adequate paying custom. This state of affairs constituted the advantage that the railway executive committee held of the Illinoisans, and the committee well understood it, and did not hesitate or scruple to take advantage of it and thus compel the cancellation of the original contract made with the Illinoisans. It was plain, that without a cattle trade, the thirty-five thousand dollars invested at Abilene in necessary accommodations for doing a large cattle business would have been almost a total loss.

Before the first of May, 1869, the advance herds of a drive of one hundred and fifty thousand head, began to arrive, and soon many buyers were in attendance from every northern and western territory, even California, Nevada and Washington Territory buyers were in attendance. Cattle changed hands at very satisfactory prices to the Texan drovers. The lately passed prohibitory law deterred for a few months the usual quota of Illinois buyers, for they did not know, and it took a little time for them to learn that so many "wintered cattle" were at Abilene. But they too soon became initiated, and were out in full force, to swell the number of buyers. Indeed it seemed that Abilene was destined to survive in spite of the Spanish fever, conventions of experts, and hostile legislation.

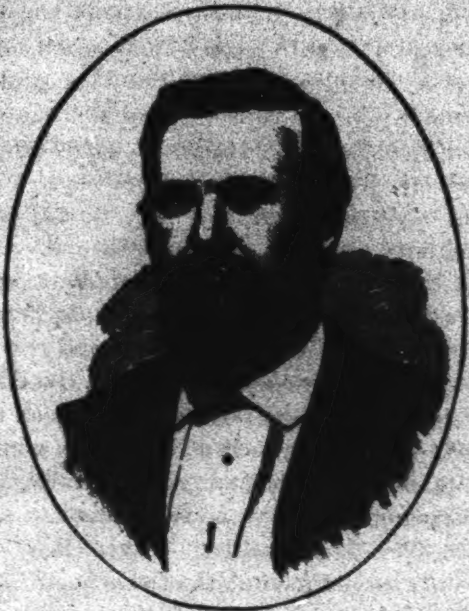
If it did not fail it was not the fault of the Kansas Pacific Railway's executive committee, and their Superintendent, who was a cold, calculating man, not over scrupulous, and one in whom it was absolutely impossible to inspire or awaken the smallest particle of warmth or enthusiasm. Indeed he well merited the appellation of "old frigidity," from his near resemblance to an iceberg. But he was like his employers, not over scrupulous about repudiating contracts. It was a day of general rejoicing among the attaches and employees of the railway when he took his departure, and gave place to another, in whom a little blood, and the "milk of human kindness" could be found. Instead of the railway company co-operating with Abilene, as they had engaged to do, and as any one would naturally suppose they would have done, to make it the shipping depot; the cattle point; and by such concentrated effort build up a permanent cattle market on the line of the road; instead of this, they began to intrigue, and devise plans to divert as much of the cattle trade to other points on the road as possible. In pursuance of this plan, they repudiated every former engagement made, and spent many thousands of dollars in building shipping yards at Brookville—a town laid out and owned by the railway company or the managers thereof—and at other points west of Abilene, and gave lower rates of freight per car, per mile, than was given from Abilene.

Great efforts were made to induce the company to withdraw such lands from market as they owned, in the west half of Dickinson County, and hold them as a reserve for grazing purposes, and to secure such Congressional legislation as would have established a national highway on or about the sixth principal meridian, over which the cattle commerce of Texas, could and would have flowed on to the line of their road for many years, undisturbed by State legislation.

But no such enlightened and intelligent policy found favor with the railwaycompany. Theirs was one of narrow selfishness, such as induced them to hazard the loss of the cattle trade, by dividing and diverting it to points where they owned, a part at least, of the town site.

Indeed it was the custom of the Junta, who built, and first operated the Kansas Pacific Railway, to compel the owner of any town site along their line, to give them one-fourth to one-half the town site. In penalty for refusing to comply with the demands, no Depot accommodations would be furnished—no matter how much business was done at the station. Thus the proprietors of Abilene gave the Railway Company the right of way—a strip of land, one hundred feet wide, through a section of land, a distance of one mile, and for the distance of one-fourth of a mile, gave an additional strip of two hundred feet—all in consideration that a good Depot should at once be erected. The deed conveying the land was made and recorded; but what was the surprise and chagrin of the proprietors of the town when they saw, after tedious delay, a shabby clapboard shanty, twelve by fourteen feet in dimensions, put up on blocks with a pent up platform, as "the ample Depot accommodations." The whole structure could not have cost over one hundred and fifty dollars, and was not as good as a humane man would provide for a donkey stable. In it was to be found accommodations (?) for freight arriving and departing; a freight office; a telegraph office; a ticket office; a baggage room; a gentlemen and ladies' waiting room. The balance of the enclosed space we suppose was devoted to the agent, in which to practise the art of gentility and politeness; at any rate he was a rare gem illustrative of all those graces. When the Railway Company was remonstrated with, it coolly demanded one-half the town site—both of the land laid off in lots and the balance outlying. This modest (?) request was declined, but as a punishment no better Depot was built for four of five years. This may be taken as an index of character of the Junta and its manner of treating other towns along its line. In fact, its tactics and practice were to induce men of energy and means, by fair promises and advantageous contracts, to locate and invest their money and labor at some point on the line, and then remorselessly crush and financially ruin them. It did not scruple to repudiate contracts, or act in any manner that would accomplish its mercenary purpose. It is as fortunate for the welfare of the public, as it is for the interests of the stockholders of the Railway, that the administration and management of that line have been changed, and men installed in power who respect the rights of private individuals; and who by pursuing an honorable course have and are making friends for the Railway as fast as its former management made enemies, which is at a rapid rate.

The cattle season of 1869 brought to Abilene many local traders and shippers, men who bought and sold on the prairie, and men who bought and shipped to the eastern markets. The latter class are commonly called cattle shippers, and such as appeared on the western markets were usually young men of energy and more or less good judgment, who made it their special business to keep posted on the condition of the eastern markets, and especially just where they could profitably place a car load or two of fat cows or butchers' steers. The local dealers and shippers were ever wide awake, looking for



CHARLEY STRAUSENBACH.

chances to invest their usually small capital in a little herd or bunch of cattle such as they would know just where to place. Of this class of shippers, perhaps no better type could be found than Charley Strausenbach, a veritable Dutch boy, as his name would indicate; one who came to America in his extreme youth, and has spent many years roaming over the North American continent, and has tried every clime and business, from sailing as ship's butcher on a Pacific Mail Steamer, to driving goats from Lower into Upper California, and even into British America, and retailing their carcasses to the miners, as mutton, antelope or venison, just as suited the whim or taste of his customer.

If there is any corner on the continent he has not been in, it is not now known. He is one of those "stubby, pluggy," irrepressible Dutchmen, that is always doing something be it much or little; always ready to have a good time; to go any where, to see anything. In business he is shrewd and honorable; loves very well to make money, and full as well to spend it. He would as soon buy a thousand cattle as a dozen, but never takes the blues if he can't buy one. He is full of energy and get up, always looking for a chance to make a good speculation. Annually he is found on the frontier market, and there are but few drovers who do not know Charley, and have for him a hearty welcome. Perhaps the entire list of local cattle shippers of the West could not produce a more eccentric character than he, and certainly none has wider acquaintance with the drovers and cow boys.

But there is another class of shippers who do business on a different scale—those who buy of the largest, fattest herds of fresh driven cattle, or such as have been wintered in the Northern States, and are maturely fatted. Usually this class of shippers send their consignments to eastern markets, often to the Atlantic cities. This class of operators require a much larger capital than the local shipper or he who sells his stock in the first market he reaches.

There are many good young men engaged in the perilous, or hazardous, business of cattle shipping. It requires a man of more than ordinary good "cattle sense" and business judgment, and prudence, besides considerable capital, to be able to continue the business of cattle shipping for any great length of time without becoming bankrupt.

Every western cattle market annually ruins a full score of young, ambitious energetic cattle shippers, who begin with a few thousands, or perhaps only hundreds of dollars, and essay to take the city of good fortune and great wealth by storm; or attempt to climb the slippery pole of speculation, and thus avoid the slow, and long plodding way of constant labor, and small annual profits. But, "alas! poor Yorrick," they are numbered soon among the operators that were, and moodily meditating upon the mutability of things earthly; feeling very much like joining some Church, teaching Sunday School, or going as Missionary to some far off isle; drop out of sight and give place to their successors who are crowding close upon their heels, more than over anxious to plunge into the inviting waters of speculation, only in turn to be swallowed up in the inevitable malstrom of ruin. Strychnine is not more certain death when swallowed into the physical system, than is persistent cattle shipping to the financial body. It has been truly said that whatever Deity may have made, or ordained, He has not yet created the man who can persistently ship cattle upon the system the business is usually done in the west, for a term of ten years without an aggregate loss greater than his gains. Usually in half that time, or less, the losses are greater than the gains and capital combined. One of the principle reasons of this is that the cattle shipper becomes reckless, loses his wonted caution and buys to receive in the future, by which time the markets are often much lower than the one upon the basis of which he made the purchase. Again the market is quite liable to decline between the time of shipment and arrival at destination.

The cattle market is one of frequent violent and sudden fluctuations, and shippers generally meet more downward fluctuations than any other kind.

But we introduce our reader to Thomas J. Allen, a cattle shipper who is fast becoming well and extensively known throughout the west. He is of that florid complexion and impulsive temperament, well calculated, if not necessary, to constitute a cattle speculator and shipper. Born in Illinois, on a farm, and closely drilled in that staid avocation from which he gradually deviated by feeding live stock for four or five years, annually shipping it to market, and just taking along "a few of his neighbor's to pay expenses," which of

THOMAS J. ALLEN.

course they do. The first ventures were nearly always successful, and the money seemed so easily made that he finally decided to leave the slow-plodding ploughman's life, and go west and try his hand exclusively in the great faro game of cattle-shipping. Not content to stop at Kansas City, or the near west, he entered the very recesses of the Rocky Mountains, and brought from the far famed valleys of San Louis, Wet Mountain and South Park, fully five thousand head of fatted cattle, climbing with his herds over the snow-clad peaks in mid August's hottest day. A more inspiring, beautifully picturesque scene was never beheld than the long drawn out line of fat bovines following their leader up the mountain gorges, over vast snow drifts, up among the ancient peaks where Old Boreas and hoary winter hold perpetual sway over loftiest realms. But Mr. Allen is not the man to be daunted by obstacles or serious difficulties, and more than one herd of cattle listened to the echo of his voice of command among the granite peaks and yawning canyons of the snowy range. He had the distinguished privilege of shipping the first train load of cattle from Denver, Colorado. He is a young man of fine energy, affable address, and one who has many friends in the West. It matters little whether dame fortune smiles or frowns, he is ever up and doing. His persistent perseverance will always lead him into business, and the great, broad, new West affords ample opportunities and facilities for men of his type to lay well the foundations, and build strong and high the superstructure of great wealth, and Mr. Allen is just the man to improve well his great opportunities.

Few men gain national reputation as cattle shippers, for but few men's money will last long enough; or in other words, few can manage to weather adverse markets, bad purchases, and occasional mismanagement, for any considerable length of time. Perhaps there is not a better specimen of a persistent live stock shipper in the United States, if in the world, than John B. Hunter, of Illinois, which is the State of his nativity. A man of near three score years; and since his earliest manhood, has been engaged marketing live stock. At first, his capital being quite limited, he was able to buy not above twenty-five head of cattle at one time. These he would drive to the St. Louis market, then the principal, if not the only one in the West, there being no such thing in the West as a railroad. In this small way did he begin his trading life, and by diligence, energy and persistent application to business, never shrinking from doing the most irksome portions of the necessary labor with his own hands, lay the foundation of a substantial fortune. Indeed, there has been times in the last twenty years, that he could have retired from business with a handsome competence, if not actual great wealth. As year by year passed away his business steadily increased, his droves became larger and larger, until he became to be recognized as the largest operator in the St. Louis live stock market.

JOHN B. HUNTER OF ILLINOIS.

In his early business years, when the season arrived for moving the hog crop of the country, he was among the most active, often driving thousands and sending numbers of teams loaded with hogs, such as were too fat to travel on foot, not hesitating if need be to drive a team with his own hands. In later years, when the live stock trade of the Mississippi Valley developed into larger proportions, his growth in business was commensurate therewith. All the while he was devoting his attention to the live stock traffic, he was not unmindful of his farming interests. His first purchase was a small tract of scarce more than forty acres of tillable land, to which he added such other tracts as time and his improved circumstances would permit. Finally, after a series of successful operations, he purchased a fine large farm near Greenville, the finest tract of land in the county. Upon this he made his permanent home. During the war he furnished many thousands of cattle to the Union armies. At its close, he returned to cattle shipping, generally to the Philadelphia market, but lately to New York.

There are few departments or phases of the live stock business of the Northwest or West that he is not familiar with, and of which he has not a practical knowledge, obtained by actual experience therein. From his earliest manhood he has been a feeder of live stock, often on a very large scale and in every known manner of feeding. In yards upon corn, and in pastures, hay or corn-stalks, and in the stillhouse, he has been an extensive and successful cattle feeder. He was among the first to full and successfully corn feed large lots of Texan cattle, at which he has had extraordinary success. By an extensive and liberal series of experiments he demonstrated the superiority of shelled corn, as being the best food upon which to fatten Texan cattle, and by that manner of feeding has produced extraordinary good fat cattle in short periods of time.

A small herd of Texan cattle fed by him were successfully exhibited at Kansas City, during the Exposition of 1873, and were pronounced the fattest ever seen. The herd averaged near two thousand pounds.

PREMIUM TEXAS CATTLE FED BY JOHN B. HUNTER.

During 1870 he extended his operations west, and was among the heaviest operators and shippers from Abilene and other western points. But few Texan drovers do not know his familiar name, and but few have not had business transactions with him. His cattle shipments reached the enormous aggregate of from forty to sixty thousand head annually. The capital to conduct so large a business must necessarily be very large, and the men in his employ, clerks, shippers, drivers and assistants, were little less than a formidable army.

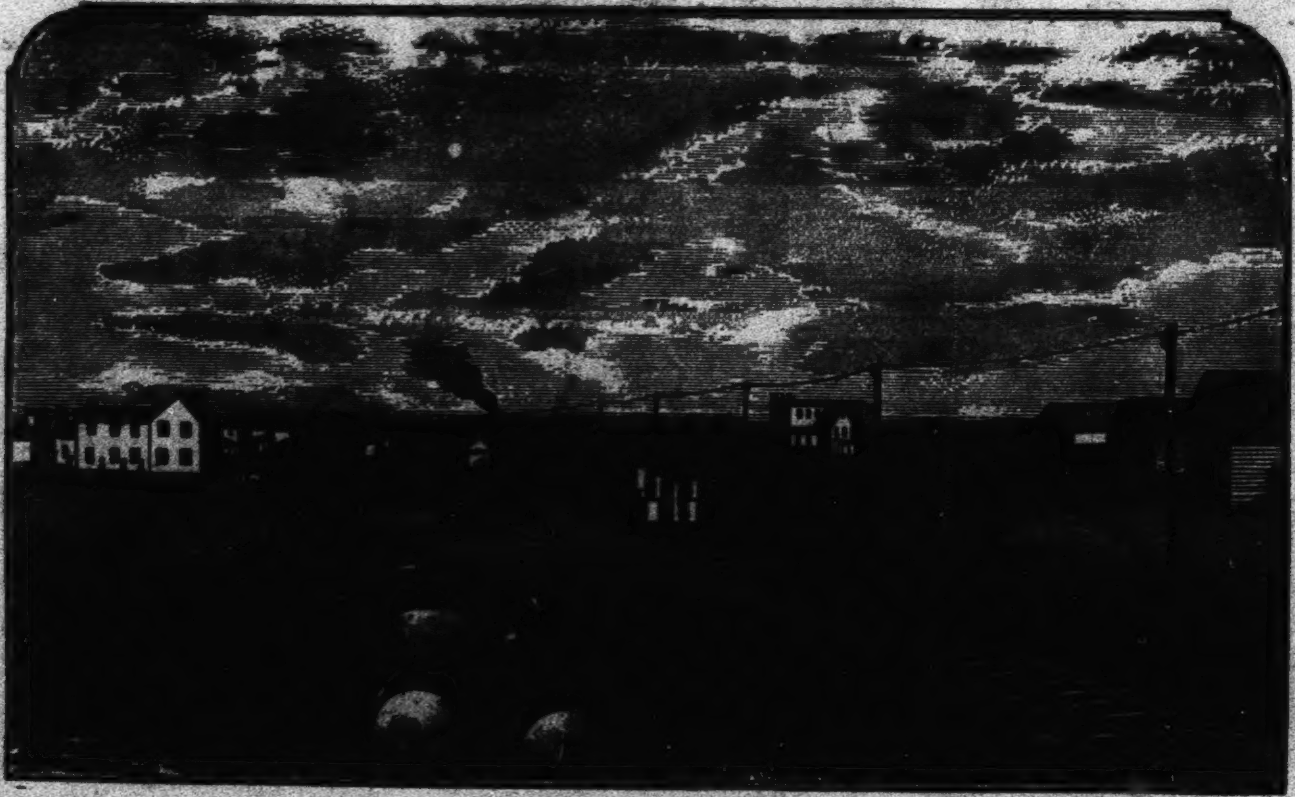
Of course in a business of such magnitude, the losses or profits must be large, for so large a game is never an even draw. Previous to the great panic of 1873, he was the only man in the United States who had managed to ship live stock constantly for a score or more of years, without meeting such severe losses as to compel a suspension of business. But when that great panic came, the men who were doing the most business—consequently were the most extended—were the ones that suffered most. Indeed it was safe, and correct to conclude, when a man, firm or bank, boasted that they did not feel the effects of the crisis, that they were doing little or no business. John B. Hunter stood at the head of a firm, or house, which at the beginning of the panic was in the midst of handling a large number of cattle, amounting to many thousands of head, which had been bought at a previous time, when no human foresight could have seen the impending financial storm which wrecked so many of the strongest men and business institutions of the United States. His losses were very severe, this coupled with the persistent continuance of the financial stringency, compelled a suspension of the house which many hundred friends sincerely hope and believe will be but temporary. The event cast a deep gloom over the entire cattle business of the West; and precipitated events of a disastrous nature, from which it will require years for Kansas City and the western cattle trade to recuperate.

Mr. J. B. Hunter is a man of quiet turn and but few words—a solid, substantial man, and one who has ever borne a high reputation for honorable, liberal dealing—one who commands the highest respect of those who know him best—a man of steady, temperate, business habits, and one of indefatigable energy and fine, sound judgment in all matters pertaining to live stock—a good financier—in short a genuine upright, self-made man, who has done great good to his fellow man, and deserves to be entitled a benefactor.

CHAPTER XI.

ABILENE IN ITS GLORY—EFFECTS OF THE CATTLE TRADE UPON THE FARMERS—THE RAILWAY EXECUTIVE COMMITTEE AGAIN REPUDIATE THEIR CONTRACT—THE EFFECT—FRIENDS REAL AND SPURIOUS—THE LESSONS OF ADVERSITY—REFLECTIONS UPON A LOST FORTUNE—WINTERING CATTLE IN KANSAS—STILLHOUSE FEEDING—MAJOR J. S. SMITH.

When the cattle trade at Abilene had withstood so much bitter and powerful opposition, and still continued to increase, every one conceded its success, and most of its opponents and competitors abandoned the contest. Abilene had become a synonym for Texan cattle, and as a great cattle market, as widely known as any other one in the United States. The receipts of cattle each year doubled those of the previous one. Thus in 1867 thirty-five thousand cattle arrived, in 1868 seventy-five thousand, and in 1869 fully one hundred and fifty thousand. Throughout the stock regions of Texas, it was recognized as the only cattle market in which any considerable number of stock could be sold. It certainly was the first depot or shipping market Texan drovers ever had to which they could come, unmolested by mobs or hostile legislation. Perhaps no point or village of its size ever had been so thoroughly advertised, or had acquired such wide-spread fame. One at a distance would suppose from the many reports, that it was a large town or city of many thousand inhabitants, instead of a small village of a few hundred denizens. One morning a newly arrived Southern drover appeared in the midst of the village, and reigning up his cow pony, inquired how far, and what direction it was to Abilene. He was told that he was then in the place. He could scarce

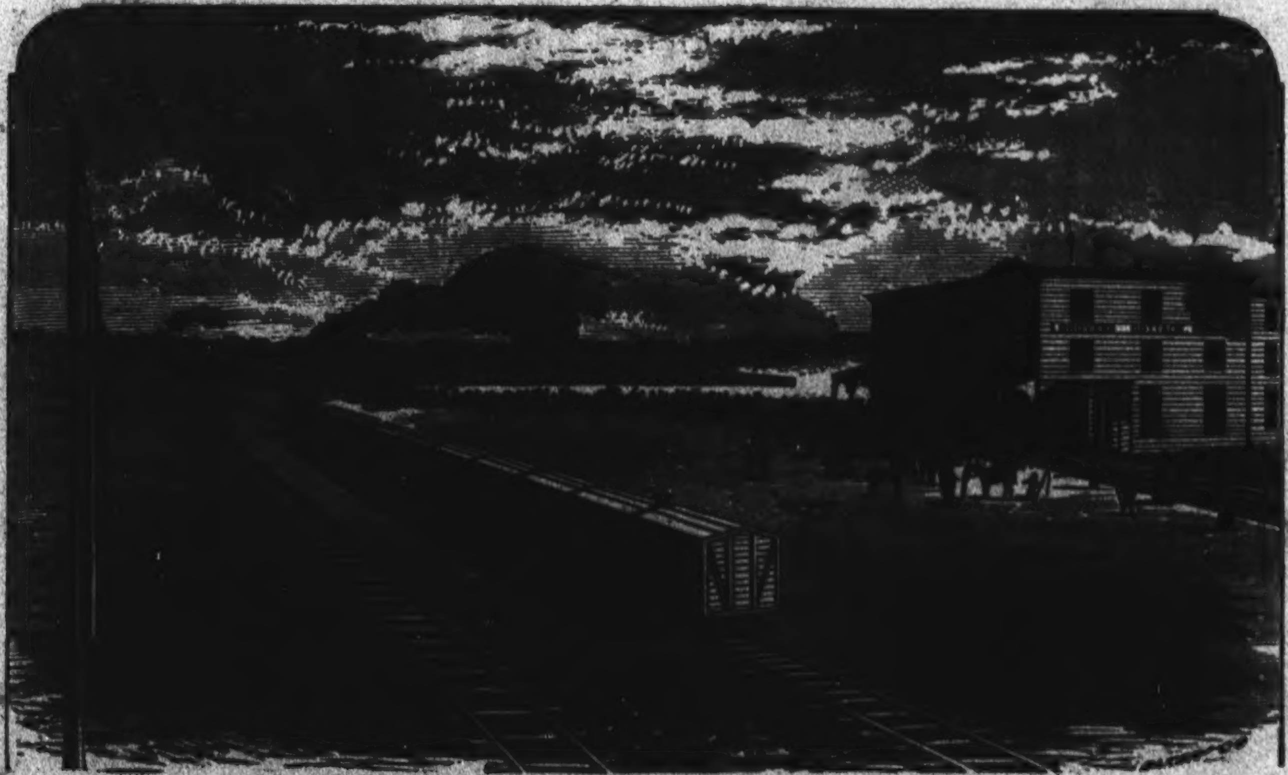


ABILENE IN ITS GLORY.

believe his informer, and broke forth, saying, "Now, look here, stranger, you don't mean this here little scatterin trick is Abilene." He was asssured that it was. "Well I'll swear I never seed such a little town have such a mighty big name." No point in the west of five times its resident population, did one-half the amount of business that was done at Abilene. And in the days of its full tide in cattle business, its streets were crowded from early morning to a late hour in the night, by a busy throng of merchants, traders and other business men, besides a host of that floating population which perpetually drift from point to point, wherever business centers —just as the eagles gather to the carcass. And in the eastern portion of the village, where were located the stock-yards, and the Drovers' Cottage, which was the headquarters of the cattle men, could have constantly been seen great numbers of cattle men, and the busiest scenes of activity. Cattle arriving from the prairie for shipment; others just being yarded; others being weighed; and a full choir of men busy loading trains; empty cars arriving and others heavily loaded departing; while in every direction could be seen the cow-boy, hastening his pony at full speed, to perform some duty. From the shipping yards to the front of the cottage, a concourse of footmen could have been seen hurrying to and fro.

Abilene's cattle commerce amounted to more than three millions of dollars yearly, and was annually increasing; aside from an immense lucrative trade in camp supplies and outfitting, from a pair of huge spurs, or star-spaingled top boots to a thimble-skein wagon.

The farmers of the county had a home demand, at high cash prices, for every bushel of grain, peck of vegetables, pound of butter, or dozen eggs that they could possibly produce; and still it was necessary to import many car-loads of these articles to supply the demand. In every direction over the county, the farmers could be seen merging from their "dugouts"—mere hovels of dirt built in the bank of some ravine—into substantial frame houses with other out-door



ABILENE IN ITS GLORY.

improvements of a substantial character; all betokening the greatest comfort and prosperity such as their brightest hopes had not anticipated.

During the shipping season of 1869, the Illinoisan exerted himself to his utmost to increase the shipment of cattle, and to otherwise accommodate the trade; and spent no small amount of time in securing buyers for cattle, who would ship them to eastern points. Indeed it would be difficult for a man to exert himself more, or devote nearer all his time, night and day, to work and business than did he; often two hour's sleep would suffice him; and scarce a week passed in which he did not spend one or more nights without sleep; so determined was he to repair his damaged fortunes, and to make the Abilene enterprise a complete success. For it was the undertaking of his life, and upon its success or failure he felt that not only his fortune depended, but his manhood, and the respect of his relatives and friends.

Perhaps there never was a project so bitterly assailed, misrepresented, and made the scape-goat of so much caloric misery and misfortune as was that at Abilene. In all this its projector was made to share, having first conceived the project and put it into execution. Therefore its success was nearer and dearer to him than life itself, and no more cruelly withering, and heart-crushing day ever dawned in his history, than that upon which, by a combination of adverse circumstances, coupled with bad faith, he lost the shipping yards and cattle business of Abilene.

At the close of the season he invested every dollar that he could command, in a herd of nine hundred head of cattle, intending to winter them on hay, and fat them on grass the following summer. The cattle were put into winter quarters, along the Smoky Hill river, and its tributaries. For the means to pay feed bills and other expenses during the winter, the Illinoisan expected to use the sum due him from the Railway Company, as per the contract made the previous spring. Over two thousand cars had been bedded, and loaded with cattle at Abilene during the season of 1869, for which there was due a sum exceeding five thousand dollars.

After his cattle had been placed in winter quarters, he went to the general offices of the Railway Company in St. Louis, to effect a settlement, and to get the sum due him for his services. Entering the office of the Executive Committee, he found all the members present except the President, who was absent in Europe; and straightway presented his business. To his dismay the Vice President, a burly biped of teutonic extraction, and the Treasurer, a soulless, conscienceless money lover, after scratching their pates and looking dubiously at each other, as if hesitating between acting out their honest convictions by paying the amount due, or repudiating the contract, piped out in dishonest tones, that they did not then know of any contract existing wherein the Railway Company had agreed to pay for having cattle loaded at Abilene.

With such men the impulse to keep all they get, is generally stronger than that to do as agreed; no matter how dearly the party to whom they may be debtor, has earned the pittance claimed, or how much profit they may have received from his labors in their behalf. Such at least seemed to be the case with that Vice President and Treasurer.

After one or two more urgent applications for settlement, the Illinoisan was finally insolently told, by that model Treasurer, that he had as well leave the office, for they had decided not to pay him a cent.

That Shylock may make a very good railway treasurer, but were we deputed to select an honest man he would stand as little chance of being chosen as of being struck by lightning. His conduct might have been fun and congenial pastime for him, but it was financial ruin to the Illinoisan. If that Treasurer's action was honest or honorable, not to mention decent, it was not appreciated.

However, the Illinoisan did not desire rupture with the company, and still hoped to obtain justice, without trouble, or having to resort to legal measures. Accordingly he departed from the railway offices, where they would not listen to his verbal appeals, and going to his room, wrote and caused to be printed, a circular letter setting forth the basis, the equity, and the justice of his claim, and making a fervid appeal to the railway management to act in good faith with him. To each one of the directors a copy of that circular letter was mailed, also one to the President to New York, in care of his banker, where it would reach him upon his landing from Europe, which event was soon expected to occur. During the time expiring between those interviews, the winter passed away. Finally, when the Illinoisan learned that the President had arrived home, he went to St. Louis to see him, for he entertained the conviction that the President would not permit so mean an outrage as his associates were disposed to perpetrate. On entering the President's room, that *petite* functionary was found alone, apparently meditating upon what a queer thing it was to be a president of a railway and yet be so small a man. Arising, with a bland smile, he greeted the Illinoisan in a friendly manner, inviting him to be seated and make known his desires. This was done in a plain, moderate manner, to which the President replied that he remembered that some arrangement or contract had been made, but owing to the great lapse of time, and the vast number of other business matters that had occupied his attention, he could not tell just what the arrangement was, but that he would give the matter close investigation and try to do justice in the premises, and:—just then the immense corporeal proportions of the Teutonic vice-president hove in view at the door-way. The little president apparently remembering the circular letter he had received at New York, suddenly jumped up on his feet, and effected to have been terribly insulted forsooth, because the Illinoisan had dared say in that printed letter, "that if no other means would be effectual in obtaining a settlement, he would resort to law, although greatly preferring friendship to antagonism he could not and would not purchase peace at the cost of all his rights." The memory of those unpalatable, straightforward statements seemed to grate harshly upon the *petite* President, and to throw him into paroxysms of rage. He assured the Illinoisan that he felt himself highly insulted and that he did not read the circular letter, but cast it with contempt under the car seat. This assurance was repeated so often that the Illinoisan felt quite certain that the irate President not only had read the whole of the letter, but re-read it a time or two, and then perhaps chewed it into quids and spit them out through the car window. The interview ended by the President telling the Illinoisan to "go and sue the Railway Company as soon as he chose," in a voice indicating that to sue a corporation over which he presided with all his might and weight would be something, no insignificant mortal like a cattle man would dare have the temerity to do.

At the termination of the interview the Illinoisan returned to Kansas, where he had spent the most of the previous winter in a terrific struggle to keep his nose above the troubled financial waters which threatened to engulf him. The constantly accruing expense and feed bills on his herd of cattle were becoming enormously large and numerous. In fact the winter had been but a prolongation of the previous summer's struggle, only that it daily intensified, until whole weeks were spent by him without adequate rest or sleep. An iron man could not have scarce withstood such constant strain and labor, much less a man of flesh and blood. And it soon began to tell fearfully on the health of the Illinoisan.

No sooner did it become known that the Railway Company had repudiated its contract again with him, than some of his most unprincipled creditors, men who he had been the means of raising out of poverty's lowest ditch, became uneasy—thinking other people were like themselves, ungrateful and dishonest—began suit for the amount of their bills. This occurred, in the spring, when every resource had been exhausted by the Illinoisan to raise means, and the action of the Railway Company had become known.

Every one has heard, and many know from sad experience, the inevitable fate of the man who is embarrassed, when some uneasy, malicious creditor begins legal action against the debtor. It serves only to frighten other creditors, and then they rush on to him bringing sudden and irretrievable ruin; whereas, often had a little patience or decency been exercised, a brief time would have made all things good, and much loss saved to the debtor. Such was the case with the Illinoisan. So soon as he saw that no longer time would be accorded him in which to shape his own affairs, he surrendered all his assets to certain creditors, even placing a mortgage upon his little cottage home, and gave the proceeds thereof to his creditors. Then with only a single ten dollar note, he withdrew from business, compelled by adversity and sickness, induced by overwork and anxiety, causing complete nervous exhaustion. The entire succeeding summer he was nearer a dead than a live man. It would tax language to tell the bitter despair, the intense physical and mental weakness and anguish, the pain and exhaustion endured that summer, as day by day dragged its hopeless, cheerless length along, only to bring a slumberless night. But then it was refreshing to witness the action of certain quondam friends, who were in the days of prosperity all smiles, ready to laud and defend every action. So soon as adversity's day dawned they were distant, and as cool as an iceberg, and would meet and pass their former benefactor with their back-bones as rigid as if they were cast iron; and head as elevated as though they were engaged in surveying the planetery system. It was condescension, a most gracious thing, if they deigned to nod their head in cold recognition. And as to showing they had a spark of true generous manhood, by lending a helping hand, or speaking a kind word of comfort, or good cheer, they never thought of such a thing. Nor did they seem to be conscious that their late conduct had added greatly to the distress of the situation, and had rendered themselves detestible. But they were content to daily manifest their actual flunkyism and manly dignity (?) by bending the supple knee to some one whom they supposed had money. Then it was so consoling to see how "child-like and bland," not to say piously serene the countenance of an old family friend could be, whilst he modestly charged enormous commissions for trivial services, and how complacently he could pocket the gross proceeds and retire to his Sucker home, and leave a wronged and outraged man to starve, and be sold out of house and home.

Indeed, a man in adversity has an opportunity to see how many real friends he has, and he will find but little trouble in distinguishing between the real and the spurious ones, and he will have no trouble to count the real ones upon his finger ends, and ten to one he will not need more than the fingers on one hand, and perchance not more than half of those.

But a firm consciousness of rectitude of purpose, and an inward sense of honorable manhood will raise a real man above any and all adverse circumstances, and lead him to pity, while he despises the weak and heartless creatures who snap and snarl beneath his feet. Then nothing will so speedily and thoroughly develope real manhood, sterling integrity, and an intensely keen appreciation of the real, the good and the true, as downright persistent adversity. True, at first, human nature being weak, opportunity and inducement being great, one is sorely tempted to act dishonorably, if not dishonestly. But genuine integrity and noble manhood will re-assert itself in time to command, to prevent, to save.

The experience of the year of 1870 will long be remembered by the Illinoisan as affording a full insight into the hollowness of human nature, and the frivolous flunkyism of the majority of mankind. Besides it taught him valuable lessons that sank deep into his heart, that would perhaps have never been learned under any other circumstances. Perhaps in life's final make-up it will be found that what was endured then has had much to do in creating a correct estimate of the really meritorious, and true; and, if so, will not have been in vain. Besides had events been different life might have been passed without having learned the intrinsic value of real true friends, and the hollow worthlessness of spurious ones. Therefore his future may be of more worth to himself and humanity than a dozen such lives as his would otherwise have been.

Who can tell what an empty blank life might have been without adversity's trenchant drilling. Indeed, this book might not have been written and all the wondrous and important events related therein, remained undisclosed, in the bosom of its author, and many of the faces herein gazed upon by the reader, would have slept in oblivious graves, and the story of their life, with their names, never been rescued from obscurity and oblivion. Who can contemplate without a shudder of horror, the terrible hiatus that would have occurred in the literary world had not this book been written and published.

But a serious survey of the situation would not have been uninstructive and a retrospective view would not have been uninteresting. When that young Illinoisan left his beautiful home, near the capitol of the Sucker State, his heart was full of ambition to do something that would be of benefit to his fellow men, as well as to himself, and he chose the enterprise developed at Abilene as the one in which he could best work. He was heard to say in a brief talk on the occasion of the shipment of the first train of cattle from Abilene that: "Whether this enterprise ultimately proves to be to our financial weal or woe, as individuals, it has been begun and will be prosecuted to the end, with the confident hope that it will be of great benefit to the people of the Southwest and the Northwest, as well as to the laboring millions of the Northeast." Such were the aims and desires that animated the projector of that enterprise, and it need not be added that the undertaking was a success, although to the parties at whose expense it was made such, were repaid with repudiation and financial ruin for their labors, and from a position of substantial comfort brought to one of penury.

The Railway Company which reaped the greatest profit from the enterprise, did perhaps the least towards making it a success; but upon the other hand acted throughout in the most ungrateful and perfidious manner. But the Company has the benefit of the profit, and it also has the benefit of being placed upon record as a dishonest repudiator. If the managers' consciences twinge not at the means to which they resorted in order to acquire what they gained, and at what they did to crush and ruin the man who gave it to them, then indeed are they callous in soul.

An honest man or company would not have money or commerce obtained at the expense of honor or at the cost of ruin to others.

Inasmuch as all peaceful appeals had been made in vain and every effort to get a settlement with the Railway Company had proved ineffectual, there was no other alternative left for the Illinoisan than to appeal to the Courts of Justice. Accordingly a suit was begun in the District Court at Junction City, which, after tedious continuances, came up for hearing and a verdict was rendered in favor of him, for every dollar claimed. But with the usual perverseness of Railway Corporations, the case was appealed to the Supreme Court, where after a moderate delay only, it was again decided in favor of the Illinoisan.

So after a two year's struggle the Railway Company paid the amount originally claimed, and for the lack of which the Illinoisan had been bankrupted. All the bright promises and assurances given him in the beginning by the Railway Executive Committee, through its President, thus terminated and poverty in abundance was given where emoluments had been promised.

True he obtained the amount of the judgment less expenses and attorney's fees, but it lacked only twelve days of being two years after it was due; in which time his business had gone to ruin, and losses were entailed upon him of many thousands of dollars. His shipping yards had passed into the hands of an inexperienced cattle man, a stranger, for a trifle, who in the brief space of five months, cleared over thirteen thousand dollars, and sold out and went home. Indeed the amount of the judgment was to the Illinoisan like giving a loaf of bread to a man already dead from starvation —a very good thing to receive but entirely too late.

Nevertheless, he did not mourn for his lost fortune. It was regarded as being hazarded upon a legitimate enterprise which had been carried to a successful issue; one that was of vast, almost incalculable benefit to southern drovers and ranchmen, to the northwestern cattle feeders and grazers, as well as to the laborers of the northeast; in that that it gave the first a reliable market or outlet for their live stock; and to the second it opened up a source from which they could fill their feed-lots and pastures with unfatted cattle at reasonable prices; and to the latter it gave good wholesome beef at prices within the reach of the poor, and laboring man. These being among the fruits or results of the Abilene enterprise, its projector, although bankrupted, felt quite differently from what he would had he gambled off at cards, or spent in riotous living, his fortune. He felt that he had lost his money in an honorable effort to develope a worthy legitimate enterprise, one which had as its results, great good to the beef producing and consuming world, and to that extent he was a benefactor to his fellow man.

The Abilene enterprise opened up, or was the precursor to many lucrative avocations, one of which was the business oi buying, late in the fall, the thin unmarketable cattle, and holding them over winter and fattening them during the following summer upon the native grasses. This operation was found to be very profitable and in due time many engaged in it.

Among the first, if not the first, was Maj. J. S. Smith, of Springfield, Ill., who was the first northern cattle man or buyer that came to Abilene in 1867, and bought cattle for his Illinois pastures and feed-lots; and whilst at Abilene was induced to buy a small lot of scalawag cattle and to put them into winter quarters in Kansas as an experiment. Every one was astonished the following spring to see how well the cattle had wintered. They had actually gained in flesh and general condition during the winter. In a few months after spring opened and grass was abundant, the small herd was in sufficiently good condition to go to the eastern market. This experiment was sufficient to demonstrate the practicability as well as the profit of wintering Texan cattle in Kansas. The following fall many engaged in it. This of course created a demand for hay.

The wild grasses of the valleys of Kansas, when mowed and properly cured in the months of July and August, makes hay of equally good quality to the best timothy and clover hay of the Middle States. Many young men of energy found lucrative employment in putting up hay to sell to cattle men desirous of wintering stock.

No eastern meadow has so smooth a surface as the valleys of Western Kansas. In many places the mowing machine can be driven for miles without meeting an obstruction or running over a single rod of rough or uneven ground. The Major was not slow to see the prospective profit in the operation of wintering cattle, and to engage in it extensively. Besides sending to his Illinois farm about five hundred cattle annually—to depasture his bluegrass fields, and consume his corn crops, after which but a few months grazing upon tame grass pastures would fit them for the New York markets—he has for five successive winters held from one thousand to two thousand head in Kansas, over winter.

Wintering Texan cattle in Kansas has some peculiar features worthy perhaps of definite description, more from the magnitude of the business, the great numbers annually wintered, rather than from the scientific manner in which it is done.

MAJ. J S. SMITHS' HERD—WINTERING ON HAY IN CENTRAL KANSAS.

The cattle man who undertakes to winter a herd of cattle, secures about one ton of hay to each head he desires to winter. This he provides at his permanent ranch, if he has any, sometimes cutting the grass, curing, and putting it up in long ricks, from forty to one hundred feet in length, and from ten to twenty feet in breadth—on his own account. At other times he secures his hay by contracting with hay-making parties, or buys it of those who have put it up on purpose to sell it. Often in the latter case he will establish a temporary ranch in the immediate vicinity of the hay, by improvising temporary camps, sometimes mere tents, other times rude "dug-outs" in the banks of some ravine, will be constructed for the comfort and convenience of the men.

A large adjacent tract of land, embracing many thousands of acres, will be "fire-guarded," in order to secure a winter range from the ravages of prairie fires, so common, and often so destructive in prairie countries. To guard against such contingencies two or more plow furrows, about four rods apart, are run around the tract of land desired to be "fire-guarded," and then upon some quiet, breezeless evening, the intervening strip is set fire and closely watched until it is consumed. Thus it will be seen that an impassable barrier would be created between the unburned grass within the encircled tract, and that upon the outside of the "fire-guard."

Unless the "fire-guard" is perfect, and of ample width it is worthless as a protection against the great fires, fanned and driven by high winds, which invariably sweep over large prairie countries.

Sometimes the fire-guard is made during the summer when the grasses are green and inflamable, by mowing two swaths a few rods apart, instead of plowing, and after the mown grass has lain in the hot sun a few days it will burn without igniting the adjoining standing grass. Then when frost has come and the prairie grass is deadened, the intervening strip of grass between the two burned swaths is burned off much in the same manner as in the case of the plow furrows.

It is customary with cautious operators to burn circumscribed fire-guards around their ricks of hay and camp, as a precaution against accidents. So long as there is no snow, and the weather is fine, the cattle will get ample food on the range upon which they are allowed to graze in the day time, but are usually corralled, or rounded up near the camp at night much in the same fashion as in summer herding. But when stormy weather occurs, or there is much snow or ice upon the ground, the cattle are held near camp, and hay given them to eat. One or two yokes of oxen attached to a wagon upon which is a rude hay rack or frame, usually constitutes a feeder's outfit, upon which the hay is loaded, and then scattered off in a circle upon the ground, to be eagerly devoured by the hungry Texans.

Hay made from wild grass, such as is found in the valleys of central and western Kansas in great abundance, is very good and contains a great amount of nutriment. Texan cattle eat it with avidity and without any trouble learning them to take hold of it. It will keep in good heart and flesh any Texan bovine that can get enough of it, and will in many cases increase their weight and condition during the winter.

The experienced cattle man usually chooses or prefers a wintering situation which has good running water, with considerable timber and underbrush; or one that has near the location of the hay, a tract of rough broken country in the gulches, and behind the hills of which the cattle can find shelter from the piercing winds and driving storms to which western Kansas, in common with other prairie countries, is subject.

Many cattle men prefer to winter in eastern Kansas, where they turn their herds upon fields of cornstalks from which the corn has been previously gathered, and in February and March give them a few bushels of corn to strengthen them up so they will take the new grasses and improve

MAJOR JAY S. SMITH OF SPRINGFIELD, ILLINOIS.

rapidly. Whilst in extreme western Kansas many herds are put through the winter with little or no other feed than the Buffalo grass, which, cured up during the previous summer, contains a great amount of nutriment. So long as the cattle can get a sufficient amount of the dry Buffalo grass they will thrive finely. Many thousands are wintered in that manner annually. But it is liable to serious objection as a method of wintering, inasmuch as when the snow or sleet falls deep, as it sometimes does, the cattle are compelled to fast longer than is profitable to the owner, or consistent with the laws of life, and the poor brutes starve to death or stray away in quest of food. When the cattle are wintered upon the range it is customary to place them in some suitable district and then herd or outride the country daily, turning back any that may be found going beyond the prescribed limits. In all styles of wintering, the inevitable and necessary cow-ponies are used, which in addition to the grass or hay they get whilst picketed out are fed corn, oats, or other grain. This is done to give them strength requisite for riding service, and to enable them to withstand the rigors of the climate, for the Texan cow pony cannot withstand the cold of northern winters hardly so well as Texan cattle, besides he is daily ridden more or less.

But we have digressed from the personal sketch of Major Smith. He was not only the first, but a persistent winterer of cattle until within the last year or two; since which he has withdrawn from the business altogether, except upon his Illinois farms, where, in the fall of 1873, he sent near six hundred head of smooth Texan cattle, besides over one thousand head which he placed in the stables of a Still-house near Springfield, Ill.

The manner of fattening cattle at a still-house is one differing altogether from all other methods of feeding in the northwest. Each particular bullock is tied up by a chain around the neck, in a separate stall, the front of which is a manger or platform for hay. A box to receive the allowance of swill is also provided and placed where the bullock can reach it easily; into which the slop is conducted by pipes, running from an immense tank or cooler, which is kept constantly full of slop, fresh from the still-house, which stands at some distance from the cattle stables. Behind the stall is a trench or gutter provided to receive all the filth and offal from the cattle, and is daily cleaned out. The slop is the refuse arising from distilling or manufacturing grain into liquors, and would, without something to eat it, become an entire loss. The stalls are arranged in long rows and the platform in front serves to place hay on daily to be consumed by the stalled ox, which, by the economy of his nature must have some rough coarse food, or else he would soon lose his appetite after becoming gorged upon rich concentrated food.

Cattle are usually still-fed for from six months to two hundred days, and in that time become very fat, and are considered as good beef as if fatted in any other manner.

Being long tied up, they become clumsy and almost lose the use of their limbs. So it is common to let them out in an enclosure once or twice during the two or three weeks previous to shipping them to market, and let them run about and recover the proper use of themselves. It is amusing then to see the dumb brute, rejoiced at regaining his liberty, and to get once more into the sunshine. He attempts to kick up his heels, which usually results in falling headlong on his nose; then he will look foolish, and walk about the yard carefully but awkwardly, until he regains self confidence, when he will spurt off at some tangent only to be again hopelessly discomfited by tumbling down.

Little trouble is experienced in getting every bullock to learn to eat the slop, and they usually get very fat. Inasmuch as they become mature before grass fatted cattle can be had, and at a time when the supply of corn-fed cattle is almost exhausted, they invariably command good prices and generally make large profits to the feeder.

It is the cheapest way to fatten cattle on feed during the winter, from the fact that the slop would be a waste if stock

RANCH BRANDING—ROAD BRANDING.

was not provided. This the still operator does not care, or have time to do. Hence he sells the slop at low figures, say from three to eight cents per diem, per bullock, which is much cheaper than the animal could be fed on corn.

In no one year perhaps were there so many cattle put upon still-feed as that of 1873, and perhaps never before were the prospects so encouraging for handsome profits. No one discerned this state of probabilities earlier than did Major Smith and straightway he made needful arrangements to put one thousand head, bought at low prices, upon slops in Central Illinois. The Major is a Kentuckian by birth, although at a very early period he removed with his father to Illinois, in which State he was reared and educated. However, he frequently went to his native, and other Southern States, to which he has taken many Illinois and Missouri raised mules to market. When the war broke out he was South, with a drove of mules which he, unfortunately, sold on credit. Soon after returning home he went into the military service, with the expectation and understanding that his regiment would be detailed to duty on the Western Plains, which, proving to be incorrect, the Major resigned his commission. He then started a number of mule teams across the plains, to California, taking out from the Missouri river full loads of corn, which he freighted to various Stage Stations along the overland mail route. Then went over the mountains into California; where, after wintering and recruiting his animals, he made sale of them. After spending a few months looking at the various sections of the Pacific slope, he again returned to his Illinois home, which he had purchased years before, and which lies west of Springfield, at Bates' Station.

Directly after returning from California, he was induced to go to Abilene, and look over the prospect for business operations there; with what results has already been stated. The Major is a quiet, affable, dignified gentleman; a man of few words and little noise; one who makes but few business transactions during the year, but every one is made upon the strictest business basis; a man of almost unerring judgment, and in all his affairs a high sense of honor and manhood is always manifested; one who has many friends, all of whom rightly repose the greatest confidence in his business integrity and abilities.

CHAPTER XII.

THE YEARS OF 1870 AND 1871—WINTERING CATTLE ON THE RANGE—OPENING A CATTLE DEPOT AT NEWTON, KANSAS—ABOLISHING CATTLE TRADE AT ABILENE—WHO DID IT AND THE EFFECT THEREOF—THE EDITOR AND STATE SENATOR—HIS DUPLICITY AND DOWNFALL—YE LOCAL EDITOR—OPENING A CATTLE TRADE AT WICHITA—DURHAM STOCK—ANDREW WILSON—"ROUGHING THROUGH."

The year of 1870 witnessed a drive of fully three hundred thousand head of cattle from Texas to Western Kansas. From all points North the buyers came flocking to Abilene.

As if to help out and complete the climax of success, all the railroad companies east of the Mississippi River engaged in a fierce war of competition for the carrying of live stock freights. The price of freight per car from Chicago to Buffalo, Albany and New York was but a trifle, sometimes as low as one dollar only per car. Indeed it is alleged that in several instances whole trains of cattle were carried from Chicago to New York for nothing. Rather than miss doing the business, they would pay the shipper something as an inducement, to permit his stock to be shipped free of charge. Of course this state of affairs had the effect to put up prices of cattle at Chicago, and correspondingly at other Western points. It was practically bringing ordinary New York prices to Chicago, and better than Chicago prices to Abilene. Hence it was not uncommon for a drover to realize a profit of fifteen to twenty-five dollars per head on his herd. The greatest possible activity prevailed, and there was a multitude of live stock operators in the field. Heavy train loads of cattle were shipped daily, mostly going direct to Chicago, No drover whose stock was good for anything, had any trouble to find a buyer at good prices, and the season closed with the most satisfactory results to all interested. Many "through" or fresh driven herds sold at thirty to forty dollars per head, and from fifty to sixty dollars were realized for wintered herds, of which there were quite a large number. The season was dry, the grass was rich, and the cattle became very fat.

The following year, (that of 1871) the largest drive occurred ever known in the history of the trade. Fully six hundred thousand head of cattle arrived in Western Kansas. Indeed for miles North, South and West of Abilene, you could scarce be out of sight of a herd, and when upon a commanding hillock, overlooking any considerable amount of territory, often thirty, forty, or fifty thousand head of cattle could be seen at one view, grazing, herding and driving about like large columns of human beings.

But the season was a rainy, stormy one, and the cattle stampeded badly, besides the grass was coarse, washy and spongy, and would not make tallow. Again, the Railroads had adjusted their differences, or exhausted their belligerent proclivities, and had agreed upon a high freight tariff on live stock from Chicago east. There seemed to be an entire change of feeling in regard to cattle; a complete reverse of those existing during the previous year. There seemed to be but comparatively few buyers. The cattle daily grew poorer in flesh instead of fatter. So when any were put upon eastern markets, they brought low prices and weighed very light, thus discouraging farther shipments. A great number of the herds were held until fall, hoping the later markets would be better, but when fall came there was but little better demand. Multiplied thousands were sent forward. In consequence of the number and poor condition of the cattle, the markets were over supplied and many shippers met disaster, and not a few financial ruin. Finally shipping had to be entirely abandoned, and other sources of disposal looked up.

It has been estimated that fully three hundred thousand head of cattle were put into winter quarters during the fall of 1871, mostly on the drover's own account. Of course there could not be found a sufficient amount of hay for so many cattle, and most of them were driven west on to the plains, where abounded plenty of buffalo grass. In regions where the tall blue stem grass covered the ground, the fire had swept over and left nothing to sustain animal life. The cattle had been held in most instances upon the coarse, dry, unnutritious grasses, hoping to find a purchaser, until they had become poor in flesh and weak from sheer starvation. Finally, when the last hope of selling had expired, or passed, they were put upon the Buffalo grass regions, and when suitable locations unoccupied were found, put thereon into winter quarters.

The buffalo grass is so short that prairie fires make but slow progress consuming it, but are easily extinguished. Before the herds had scarce arrived at their destined wintering ranges, a great rain storm set in and a keen cold wind sprung up at a brisk rate from the northwest, freezing the water into ice soon after reaching the ground. The whole surface of the earth had become thus encased to the thickness of two or three inches, covering and freezing the short buffalo grass up solid with sheets of ice. Then the furious gale of piercing wind continued, accompanied with sleet and snow, and lasted for three days and nights. Many men and horses froze to death; and as for the cattle, they perished by the thousand, or it might be truly said, tens of thousands. It was impossible to hold them in any given bounds. They were driven before the storm, or, in cattle man's parlance, "drifted" with the gale. Wherever the poor brutes stopped to rest, and laid down, many were found frozen stark stiff, and dead; often in just the position that they had taken when they first laid down. It was wholesale death to the stock, and widespread ruin to the owners. Many drovers lost more than their all; others, who previously regarded themselves as being worth seventy-five to one hundred thousand dollars, found themselves suddenly made bankrupt. It was a disaster amounting in the aggregate to millions of dollars. Perhaps one-third to one-half of the dead animals were skinned, after the storm abated and the weather moderated, the balance were permitted to rot unmolested, save by the hungry wolf or wild varmint. At one railway station twenty thousand, at another thirty-five thousand, at another near fifty thousand hides were collected and shipped east. A single firm placed upon the Republican river over thirty-nine hundred head of cattle, and in the following spring could muster only one hundred and ten head of living cattle. Numerous other instances of equally disastrous loss could be cited.

The winter of 1871 will long be remembered by many drovers as one in which they met reverse, loss and financial ruin. It has been estimated that fully two hundred and fifty thousand cattle, and many hundred cow ponies perished. It gave a great check to the business of wintering on the range, or for that matter, upon hay, for the feeders lost heavily also.

In the spring of 1871 the Atchison, Topeka and Santa Fe Railroad Company completed their line as far west as the sixth principal meridian. At a point on the cattle trail sixty-five miles south of Abilene, was located the town of Newton. Early in the spring the Railroad Company, through its general manager, made arrangements with a cattle man, living near Topeka, Kansas, to erect and run a good stock yard, near Newton, and establish a shipping depot. He in turn employed the Illinoisan to do the work for him, agreeing to give him the earnings of the yards for his services, there being other considerations in the trade with the Railroad Company, of which the Topeka cattle man was to have the benefit. In pursuance of this agreement the Illinoisan set about stopping the incoming cattle herds near the new town of Newton, and succeeded in locating more than one hundred thousand head. After about three month's work a fine shipping yard was completed. When about one hundred and fifty cars had been loaded, and it was probable a good fall's business would be done, the Topeka cattle man began to devise means to break up the arrangement with the Illinoisan, and possess himself of the shipping yards. He was not long in finding a man who was willing to be a pliant instrument in his hands to accomplish his dishonorable scheme, being too cowardly himself to face the job. By securing the co-operation of the general manager of the railroad by false representation, they accomplished their dishonorable purposes. An amount of deceit, lying, and mean, underhand collusion was resorted to, to accomplish this feat of repudiation and bad faith, that was anything but creditable to the parties engaged in it. Indeed the whole affair was one beneath the dignity of decent, honorable men, and one that would have been least and last expected of the parties engaged in it.

A moderate business only was done at Newton, which gained a National reputation for its disorder and blood-shed. As many as eleven persons were shot down on a single evening and many graves were filled with subjects who had "died with their boots on."

The year of 1871 was the last one in which a cattle business was done at Abilene. The trade was driven away by the schemes and concerted actions of a trio of office seekers. Just how this was done or brought about will require a retrospect to the year 1868, in which Abilene was visited by a brace of town-site seekers, forerunners of a band of ministering angels who came from the far off land of Mendota, Illinois. Finding the proprietors of Abilene in a selling humor, they were not long in deciding to purchase, and in closing a contract for the entire town site.

Soon after this was accomplished they desired to establish a weekly newspaper. After casting about for a suitable person to publish a journal, not finding one in Illinois, they sent to northern Ohio and procured a biped of the genus editor; although but a feeble and doubtful specimen. Soon after the necessary contributions were made to defray the expense of shipping the editor and his press to Abilene, he arrived; then the villagers were as proud and put on as vain airs over the new acquisition, as they did when the Railway Company whitewashed the "ample depot accommodations." The editorial oracle had been duly installed in his new quarters, but a brief space of time before he affiliated with certain county officers, and they soon formed a ring or clique, which with consummate presumption undertook to manipulate all public matters, even assuming to dictate who should, and who should not have public offices, or in any manner have ought to say about matters of a public nature. Any one who dared act, or aspire, without first consulting them, would be denounced, maligned and slandered in a malicious manner. The sacredness of one's family circle would not be regarded or respected, but inuendoes and dark hints of a base nature, always wholly untrue, would be manufactured and published in the newspaper, or otherwise industriously circulated.

If any person was thought to be, or probably would be in the future, in their way, or was likely to indulge a desire to hold an office no matter how humble, who did not bow to them or acknowledge their assumed authority, he was assailed in the most malignant manner. And if the people chose, as they occasionally did, to elect such one, he was the object of their special malevolence, and no matter what he did, whether good or bad, he was weekly denounced, misrepresented, and slandered in unmeasured terms, and in the most vindictive spirit. This trio were as unscrupulous about the means by which they made money, as they were about acting in an indecent manner. They thought they could blackmail the cattle business on a large scale, as they had already done on a comparatively small one. Accordingly they hit upon the plan of publishing a notification, signed by themselves, to the drovers not to come back to Abilene, as they would not be tolerated in the county. They had a double purpose to serve by this; one of which was to cater to certain farmers who had suffered small grievances from the presence of the cattle trade, and thus secure political strength; the second object was to place themselves in open hostility to the cattle trade, expecting the following spring to be bought off. But the drovers took them at their words, and turned their herds to other points farther west, on the line of the Kansas Pacific Railway, or stopped at some eligible point on the Atchison, Topeka & Santa Fe Railroad.

But few months elapsed in the following spring before the suicidal effect of the step taken by the politicians was painfully visible in Abilene. Four-fifths of her business houses became vacant, rents fell to a trifle, many of the leading hotels and business houses were either closed, or taken down and moved to other points. Property became unsalable. The luxuriant sunflower sprang up thick and flourished in the main streets, while the inhabitants, such as could not get away, passed their time sadly contemplating their ruin. Curses both loud and deep were freely bestowed on the political ring. The whole village assumed a desolate, forsaken and deserted appearance. The remaining inhabitants betook themselves to sueing each other, with a vigor equalled only by the famous Kilkenny cats. Some of the best citizens became entirely bankrupt from the sudden stagnation of trade, while others, with cadaverous cheek and weird eye, watched any ominous ripple in the sunflower, to see if perchance, a homesteader was making his entrance into the dead village, bringing farm products which could only be bartered off at very low prices if sold at all. It would be difficult to describe the revolution,—the waking up to a realizing sense of where their former great prosperity had come from—that occurred in the public mind. During the summer of 1872 petitions were freely circulated and numerously signed, praying inviting, begging the cattle men to return with their herds, but alas! it was too late. The trade had been turned to Western points, which were only too glad to profit by Abilene's suicidal folly. The editor busied himself with making excuses for the decline of Abilene's business and pretending that the cattle trade was of no benefit. He was an adept at making pretensions as well as insinuations. There was nothing so sacred or profane that he would halt or shrink from assuming or pretending to be, if it but promised him future political preferment.

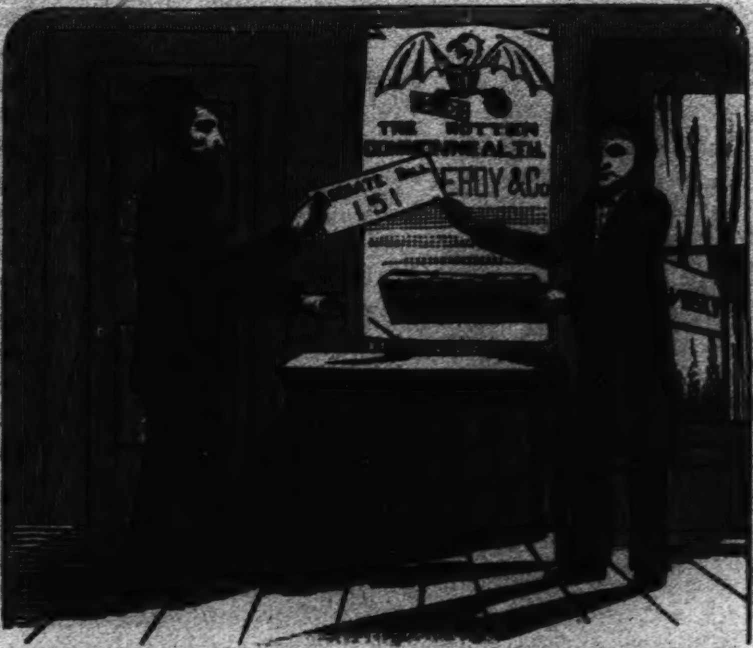
Every secret society that would receive him upon any terms, he joined and sought to place himself at the head thereof. In fact there was nothing he would hesitate to prostitute to his own selfish purposes—that of aiding himself to get an office. It was his thought by day and his dreams by night. The rule by which all his acts were squared. The overshadowing, all prevailing ambition of his being. No stone was left unturned or unplaced that would, no matter how remotely, aid him to obtain an office. As to talent, or even average ability, he had little or none. Low cunning, shrewd wire-pulling, and cheeky presumption, coupled with loathsome flunkyism, and vindictive, unscrupulous hatred of all whom he could not manipulate, constituted his make up and capital. A closer inspection of the personal appearances of the editor, caused the gravest discussion and doubts in the minds of the villagers, whether he was a real human, or only an extremely well developed specimen of the ape family. The disposition and degree of manhood, or rather lack of manhood, that he soon developed, fixed the conviction that if at some time in the distant future, some enterprising phrenological Darwin should chance to exhume his cranium, it would be regarded as a rare specimen and as conclusive proof of the soundness of the "Darwinian Theory," an undeniable connecting link between the animal and human race. However, as the cranial formation would show but little brains before the ears, and still less above the eyes, but an enormous development behind the ears, where the bump of self-esteem and ambitious proclivities to seek office are supposed to be located; it would doubtless be classed as of doubtful origin or classification and labeled "A what is it." He

YE EDITOR.

spent many years in Ohio, unsuccessfully intriguing, planing and scheming to obtain office—a kind of standing candidate. After practising diligently, his well learned tactics in Kansas for three or more years, he came forward for the office of State Senator from his district. On the meeting of the nominating convention he found that he was in the minority, but not to be daunted or defeated in his predetermination to serve and represent the people, whether they desired him or not, he, aided by the political clique or cabal, set about influencing the delegates by promises of future promotion or by threats of vengeance and political ostracism. By such means in connection with his misrepresentations and falsehoods concerning his opponents, he succeeded in securing the nomination by a bare majority. He freely used whisky and other unfair and indecent means to secure votes. His majority was near fifteen hundred less than that of his ticket. A Presidential campaign only saved him from utter defeat. Soon after his election he became suddenly interested in a little town site, laid out near a water mill, built by a little Dutchman who had just previously held the office of County Treasurer.

It is surprising how, after holding the office of County Treasurer for one or two terms in Kansas, even a pauper can build expensive mills or palatial residences. But the public were at a great loss to understand of what earthly use a State Senator would be to the owner of a water mill.

But soon after he took his seat in the Legislature, he quietly introduced a bill, (No. 151) which was for an act, the provisions of which would have practically and completely placed the entire milling privileges of the river and county in the hands of the little Dutch miller, thus creating an oppres-



THE SENATOR SELLS OUT.

sive monopoly. This measure was quietly passed through the Senate, the Senator making a flaming speech in its behalf then tried to prevent his constituents from getting hold of it, but without success. The leading citizens of Abilene sent one of their number to the Capitol to look after the mysterious Senate bill, No. 151. Before it had passed the House and become a law, the delegate extraordinary from Abilene arrived, and lost no time in privately showing the members of the House the infamous intent of the measure, and they made short work of it. Thus the Senator's nice little scheme not only failed, but was ventilated and exposed to the eyes and understanding of his constituent. A more disgusted, exasperated and enraged people are not often seen. All over the county public meetings were held, the Senator denounced and called upon to resign.

When the Senator found his nice laid plans to sell out the farmers' interests had miscarried, his anger and furious passions knew no bounds. Upon returning to his home at Abilene he was publicly hooted and hissed, by a host of boys, yelling milldam in his ears. He was demoniacal in his rage, and frantic in his wrath. He denounced everybody connected with his exposure and humiliating downfall, especially the delegate sent down from Abilene, was the victim of his special vindictive malice. But the people had got their eyes thoroughly opened, and understood the animus of his vindictive malicious charges, and the object of their publication. A few of Abilene's leading business men established another paper which fast supplanted the Senator's. The community loathed him as a traitor, and corrupt dishonest legislator. The following fall the people of Dickinson county elected Dr. J. M. Hodge to the House, greatly to the disgust of the Senator; the very man whom he had villified so monstrously. This they did because the Doctor was a good able man; the one most capable of watching the Senator and protecting the peoples' interest from the Senator's dishonest schemes; and for the additional purpose of rebuking the Senator in unmistakable terms. Finally the Senator sold out his paper and home and left the district in disgust, but entirely unlamented. The tedious notice of the Senator has been somewhat prolonged that the reader could see what an unprincipled hypocritic scalawag can get into office in Kansas, and how he will try to enrich himself at the expense of his constituents; and how, in time, he meets his merited downfall. This great ex-editor and ex-Senator had a soft-brained son, out of which he tried to make a local editor, but the boy's mental imbecility, in connection with his inordinate

"YE LOCAL EDITOR."

love of whisky, made the effort prove a failure. Which under the influence of his daily quart of inspiration he could write locals of one to three lines in length, but the habit of "inspiring" grew too fast and he failed totally as a local editor, but he became a profound success as a whisky guzzler.

Early in the spring of 1872 the Atchison, Topeka & Santa Fe Railroad was extended west from Newton, up the Arkansas River Valley; also by a branch road in a southerly direction to Wichita, a thriving frontier town of near two thousand inhabitants, located on the banks of the Arkansas river. It is favorably situated for the cattle trade, and when the branch railroad was nearly completed to it, many of the citizens became anxious to have the cattle trade centered there. Accordingly a well known Texan drover who had remained over winter in the county, and the Illinoisan, of Abilene, were employed; one to stop as many cattle upon the good grazing lands near Wichita, as possible, whilst the other put forth every effort and put in practice every advertising method with which he was familiar to draw cattle buyers to the point. The success attained was beyond the most sanguine expectation. During the first season nearly four thousand cars, containing nearly eighty thousand head of cattle, were shipped. Indeed there are few towns better located to do a good cattle business than Wichita.

During the same year (that of 1872) the cattle trade of the K. P. Railway was done from a point west of Fort Harker, fully sixty-five miles west of Abilene; a point with a grazing country inferior to that surrounding Abilene. Indeed time and experience has proven that no other such point as Abilene for the accommodation of a large cattle trade has, or can be found. The folly of permitting, or aiding it, to be driven therefrom, is yearly more apparent. We doubt not that the stupidity and bad faith of the old management of the K. P. Railway has cost the road the loss of more than five thousand cars of freight, worth near a quarter of a million of dollars, besides placing it at a serious disadvantage compared with what it once had, and might have maintained in the western cattle trade by an upright, judicious, honorable line of conduct and manner of dealing.

It is the purpose, or intended scope of this work, to give due notice and attention to every prominent cattle interest in the West, and not to be specially devoted to what is often termed the "long-horned," or Texan cattle interests, which although of very great magnitude, both in numbers and value, is by no means the only valuable or large cattle interest in the West.

The Durham or "short-horned" cattle raised and fed so extensively and profitably throughout the Northwest and West, are in almost every respect more valuable and profitable stock to breed and handle than any other throughout the entire West. The Durham blood is sought by breeders, and of late years, shrewd, enterprising Texan ranchmen have been sending young graded Durham bulls to their ranches, for the purpose of improving their stocks in blood and quality. They plainly see that Texas must improve her cattle in blood and quality, if she would longer compete successfully and profitably in the beef markets of the Union. It is beginning to dawn upon the understanding of the Lone Star ranchmen, that his only hope, as well as imperative duty toward himself, lies in improving the blood of his stock even at the expense of numbers.

While it is a well established fact that Texan cattle can be fatted upon corn, yet it is not so easily or successfully done as with the Durham, although it is quite as well established that Texan cattle will fatten better upon grass, than the native or "short-horn." Now, inasmuch as corn-fed and corn-fatted beef invariably brings better prices than the grass-fatted, it becomes a matter worthy of note to the producer, to secure such grades of cattle as will make the most valuable beef. It is also an item worthy of consideration to the ranchman, to breed that class or grade of cattle, which the corn-feeder desires, and for which he will always pay good prices.

In Colorado it is made by statute, a punishable offense to permit a Texan, or scrub bull, to run at large, and ranchmen are authorized to shoot down such whenever and wherever they may meet them upon the commons. This law, in connection with the private enterprise of her ranchmen, is fast changing the form and appearance of Colorado native cattle. Indeed, it is astonishing, as well as highly encouraging, to note the marked improvement in color, form, and weight, arising from a cross of Texan cows with Durham bulls; although the latter may be common Grades only. In many instances the ordinary observer will scarce believe, or recognize that the cross, or half-breed, has any Texan blood in it. But little trace of the mother is transmitted to her offspring, which sell upon the eastern markets quite as well as other Durham grades of equal fatness, bred in the northwest.

There is nothing else which holds out the hope, and sure promise of so great reward for the investment, to Texan ranchmen, as the crossing of their cows with grade Durham bulls. If the cattle men of that State would import one car load of yearling bulls, of Durham blood, for each one thousand head of cattle they export annually; the lapse of time would be brief before a marked difference would be seen in the quality of their stock and the prices realized for Texan cattle. It is to be hoped that the ranchmen of that State will speedily realize the importance of improvement in blood of their herds.

The great number of Texan cows and heifers that have been placed upon ranches throughout the west, coupled with the irrepressible desire for improvement, has given considerable impetus to the breeding of thoroughbred and grade bulls throughout the northwest, and especially in the country adjacent to Kansas City. The interest in thoroughbred shorthorn cattle continually increases, as is plainly indicated by the sales that have occurred during the year of 1873. The

HERD OF SHORT-HORNS—PROPERTY OF A. WILSON.

demand from Colorado and Western Kansas, for superior bulls, has been, and still is, large.

No one has been more fortunate in establishing a large fine herd of short-horn cattle at the oportune time, and at just the right locality than Andrew Wilson of Kingville, Kansas. Few cattle men comparatively so young, are so widely known as he. Few have had the experiences, the successes, the failures, the advances, the reverses, the ups, and the downs that have fallen to his lot. He is widely known throughout Kansas, Colorado, and the west, alike for his eccentric character, as well as for his fine herd of short-horns, and his extensive operations in Texan cattle.

Mr. Wilson is a native of Ohio, but was reared in Central Illinois, where he early imbibed the notions and ideas of live stock speculations. In war times, when money was plenty, there was no difficulty in commanding as much money as was desired, and he sallied forth to Western Missouri, and essayed to try his hand in live stock operations. Within the space of three years time, he made a series of ventures, such as only a bold, almost reckless operator could, or would make, in which he was remarkably fortunate. Indeed the profits were so large that money ceased to have value in his estimation, and he scattered it as freely as he had made it. There existed no kind of an operation or investment, from a faro bank, to a purchase of ten thousand head of live stock, that he hesitated to invest in. Everything was advancing at a rate commensurate with the abundance and depreciation of the currency. It was only necessary to buy and hold, or buy to receive in the future, and a large profit was sure to be realized. It only required nerve, and of this he had more than a supply; indeed he was all energy and nerve, and had no caution or fear of results whatever.

It has been said with truth, that to be successful in the first speculation is infinitely worse in the long run for a young man than a severe reverse or heavy loss. Be this as it may, success was not a blessing, unless one in disguise, to Andrew

Wilson. However he probably could not appreciate it as such.

In a series of ventures he had made near one hundred thousand dollars; but he was caught with twelve or fifteen thousand hogs, in the shipping pens, on line of the railroad, by one of those terrific winter storms occasionally experienced in the West; wherein men and animals freeze to death in great numbers. His hogs froze to death by the thousand, and for weeks the Railroad Company was unable to put through a train of any description. This unforeseen disaster swept away his former profits, even more rapidly than they had been acquired. When the storm abated and the weather had moderated the frozen animals were disposed of, realizing but a trifle compared with their cost.

After spending a few months in sour, blue meditations, in which he took a careful and accurate reckoning of his whereabouts, condition, and standing in the business world, and the causes that had most contributed thereto, he resolved to make a change of base, and at the same time leave behind him the dissolute reckless habits that had contributed so surely to his downfall and ruin. Accordingly he gathered his meagre effects, and crossing the Missouri river, set his face toward the capital of Kansas, near which he has ever since made his home. Soon after arriving in Kansas he was most fortunate in obtaining the co-operation of a stock-man who had credit and means. In a short time he began to make himself known in the State of his adoption, by his live stock operations. However, not so much on a line of shipping and speculation, as in his Missouri operations; but more on a basis of legitimate business transactions.

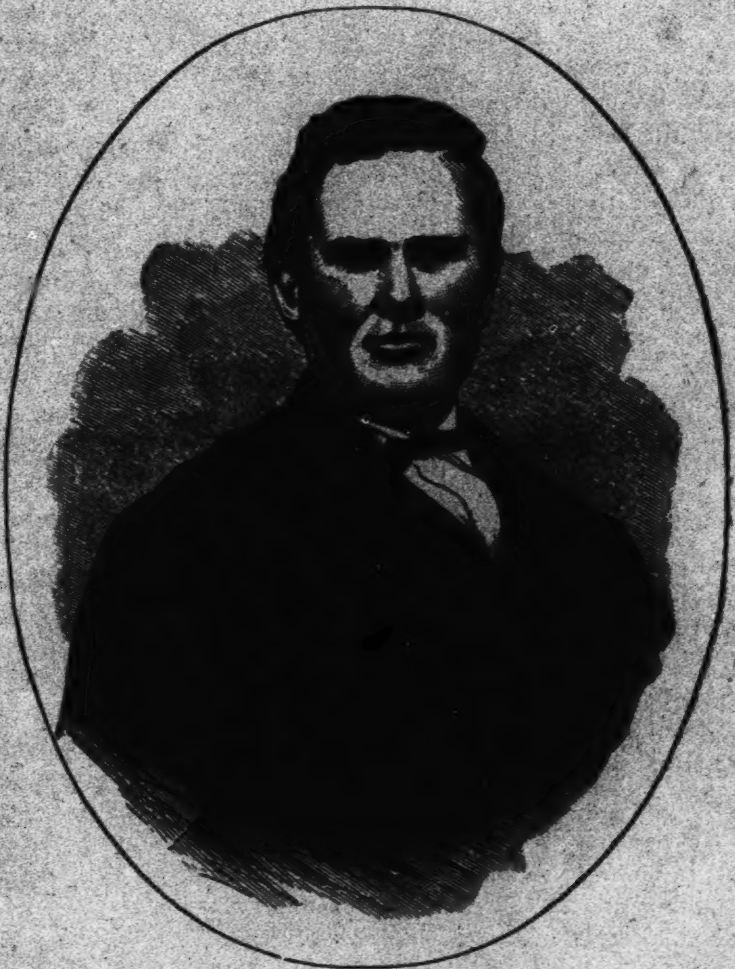
Soon he began to form the neuclus of a herd of thoroughbred short-horn cattle. This herd he has steadily increased by purchase and breeding, until it holds rank as the largest and best in the State, and has repeatedly taken many first premiums at Kansas State Fairs, as well as at various other competitive exhibitions. As a successful breeder of fine

RESIDENCE OF ANDREW WILSON, NEAR KINGSVILLE, KAS.

pure blood cattle, he has shown great skill and good judgment, and that peculiar fitness or adaptation to the business; that keen sense of fine points and good qualities so necessary to a successful breeder. All admit and accord him merited success. His herd became so large, that a public sale during the summer of 1873 was determined upon, and such as could be spared were sold, also a number of graded animals. The venture of a public sale of thoroughbred cattle in Kansas had never before been made, and was regarded extra hazardous by many, but the result of this one proved, that new as is the State, and poor as are most of her citizens, yet there is money to pay for, and appreciation of fine stock. The gross amount of the two day's sale, aggregated over $24,000. Single animals sold for over one thousand dollars. So great and growing is the demand for blooded bulls to place upon cattle ranches, with Texan and Indian cows, that the business of producing the full bloods and grades, is becoming very large and lucrative. In the foremost rank of breeders, Mr. Wilson has established a reputation and a herd second to none in the West. After securing a long lease upon one of the largest and best improved farms, of two thousand acres, in Central Kansas, he has spent many thousand dollars in erecting improvements, such as pastures, yards and barns, for the complete protection and care of his thoroughbred cattle. He purposes in the future to make his the largest and best herd of cattle in the West, and to furnish annually large numbers of grade bulls to ranchmen. This line of business will in the future be profitable and pleasant, and in pursuit of it a man can confer great benefits upon humanity, besides securing lasting fame and fortune.

This branch of business, although large and important, is but a fraction of Wilson's interests. From his first entrance into Kansas, he has been interested in large live stock operations, principally stall-feeding, winterin~ grazing and fatting cattle, both native and Texan.

Notwithstanding the great financial embarrassments under which he entered the State, he has ever had the good fortune to meet with men of credit and means, who have stood by and sustained him in carrying to successful issue, many large operations; and it matters not what the fate of any one, who is interested with him may be, so soon as he steps aside, another comes forward to tender his aid. Thus it has ever been, so that each year has only witnessed larger and larger operations, until long since he has been accorded the position of Kansas' heaviest feeder. During the winters of 1872 and 1873, he "roughed" about five thousand head of Texan cattle through the winter, and fatted them the following summer on grass. Not content with the magnitude of this operation, the following fall season he formed new business alliances, and bought seven thousand five hundred head of Texan cattle at panic prices, and put them into winter quarters near Topeka. His chosen method of handling Texan cattle is to winter them principally upon corn-stalk fields, which he buys in great abundance at low prices, usually from twenty to fifty cents per acre, after the corn has been gathered therefrom. Upon these fields the cattle are turned in herds of one to five hundred head. As soon as one field is depastured, another is provided, so that the labor of feeding or care for the stock is small and light. When the approach of spring is near, it is found to be good practice to feed corn for several weeks, so as to strengthen up the stock and start it to improving in flesh and heart, so that when the new grass comes in the spring the cattle fatten rapidly and without delay or loss from death, as is often the case when the animal is weak and poor in flesh. This style, or manner of wintering cattle, is called "Roughing," and the feeding of corn in the spring is termed "Warming up." It is one of the most successful and profitable methods of handling Texan cattle. Inasmuch as little or no loss by death ever occurs, it is economical—especially when the corn crop of the region has been good and, as a natural result, the stock fields abundant, good and cheap. It is claimed that by roughing through the winter, the cattle can



ANDREW WILSON, OF KINGSVILLE, KAS.

be made fat upon grass at an earlier date, and be ready to go to an earlier and better market than by any other method of wintering.

In Central Kansas by far the larger portion of the corn crops are harvested by husking, or snapping the corn from the stalk, leaving the immatured ears and nubbins on the stalks with the fodder. These make good feed for the stock steer upon which he thrives nicely, so long as he is able to get sufficient thereof. When spring comes and the natural grasses become abundant, the cattle are taken from their winter quarters and, in herds of five hundred or less, are herded until fat, which requires from two to five months time. Cows and young cattle get fat much quicker than aged steers. A great gain both in weight and value is thus secured.

But many feeders prefer to full feed their cattle with corn, and make them fat by the opening of spring, when beef is scarcest, and hence commands the highest prices.

There are few methods of handling cattle Mr. Wilson has not tried, in all of which he has won the name of being an able, efficient cattle man, and a good feeder. As a man, he has few equals in energy and natural resources. Indeed it has been said that it was impossible to conceive a difficult situation, or complicated or adverse circumstance, which he could not surmount, and from which he could not extricate himself, and always to his own advantage. His business principle seems to be, that the end justifies the means, hence he is not over scrupulous as to the means adopted or resorted to, in order to compass his purposes. He is shrewd, deep, cunning and unlimited in natural resources and expedients; abundantly calculated to take care of himself, and to make his own way through the world; is entirely honorable in meeting and paying his written obligations, but his verbal agreements are held at his pleasure. Nevertheless he has unlimited energy, liberal ideas and comprehensive plans, and is capable of undertaking and carrying to a successful issue, large business transactions, and seldom fails to bend everything, and everybody to his own purposes, and thereby further his own schemes. There are in Kansas few better judges of live stock than he, and none will outstrip him in the race for fortune and honorable distinction in business.

CHAPTER XIII.

THE DRIVES 1872–73—THE GREAT PANIC—EFFECTS ON WESTERN CATTLE MARKETS—STOCK-MEN'S MASS-MEETING AND BANQUET—THE NATIONAL LIVE STOCK ASSOCIATION—COL. O. W. WHEELER—WINTERING CATTLE ON THE RANGE.

Near three hundred and fifty thousand head of cattle arrived in Western Kansas during the year of 1872; scarce more than one-half as many as were driven during the previous year. This fact, alone, is quite suggestive of the widespread loss and disaster of 1871; the year often termed "bad medicine" by western drovers. There was great rivalry between Wichita and cattle points on the K. P. Railway. There was a vigorous effort made to draw a portion of the drovers with their herds to Coffeyville, on the Leavenworth, Lawrence & Galveston Railway. The cattle season of 1872 was a good one for the drovers, although they did not receive other than fair paying prices for their stock; yet, in consequence of the bountiful corn crop throughout the northwest, creating an immense demand for cattle for feeding purposes, the drovers were able to sell out at moderately good prices. The good results of the season had the effect in 1873 of a marked increase in the number of cattle driven. At the opening of the season three different railways competed for the cattle trade, the K. P., the A., T. & S. Fe, and L., L. & G. Railways. It was evident, even before the opening of the cattle season, that the drive would be very large. The utmost activity was manifested on the cattle trail by parties working in the interest of their respective roads or points, all of which poured out money freely in order to secure cattle business. How different was this to the conduct of the rail way company the first three years of the existence of the cattle trade, when it was first being established; then it required both money and labor, coupled with faith and nerve, to do the task; to overcome the multitude of obstacles that successively arose, mountain high, to oppose and almost overwhelm the enterprise undertaken at Abilene. In the years of '72 and '73 the K. P. Railway Company were willing to pay numbers of men snug sums of money to use their influence, and to work in favor of their line, and then pay handsomely to have the stock loaded upon the cars from shipping yards built by the railway company at many thousand dollars cost; while, in the years of '68 and '69, they did nothing to aid the business. When parties secured the cattle and loaded them upon the cars from yards built, maintained, and operated at private expense, the railway company had only repudiation of its contract to offer as recompense for services.

In 1873, near four hundred and fifty thousand head of cattle entered Western Kansas, besides about fifty thousand which turned off of the trail to the eastward and went to Coffeyville, making an aggregate of near one-half million head of cattle. Of this number fully three-fifths were stock cattle; that is, cows, heifers, yearlings, and steers younger than four years old. The season was marked as the first, in which there was nearly no demand from any source for stock cattle.

Scarce a single buyer from any of the Territories put in an appearance, but on the other hand it was reported that they were supplied with cattle, and that instead of being buyers they would be for years to come extensive sellers. Thus instead of relieving the Western Kansas cattle market of its surplus or excess, they were pressing to the front, shoulder to shoulder, as competitors in the Eastern markets in which they had a decided advantage from the fact that the Territorial cattle had been wintered North, and not being driven to disturb or prevevt them from fatting. The result of the situation which developed in 1873, was that such herds as failed to get into the Indian contracts were held upon the range, and an attempt was made to fatten them for the fall market. In order to do this large sums of money had to be raised, by borrowing of such banks as were disposed to accommodate the cattle men. Many drovers were in debt in whole or in part for their herds, while others did not have means to pay off their surplus men on arriving in Kansas, or buy necessary camp supplies, Resort was had to borrowing money instead of selling cattle at such prices as were offered. This was done to a very large extent. On the first of September Texan drovers in Kansas were in debt fully $1,500,000. The greater portion of this amount was due and payable during the month of October.

About the middle of September the great panic of 1873 began in the eastern cities, and by the first of October had reached the Northwest and West in its full force, paralyzing every business to a greater or less extent. Perhaps no business in the west suffered so much as the cattle trade. There was an unprecedented number of cattle awaiting the opening of the packing season and the general fall markets, and their owners were as a rule largely in debt to the banks, which debts matured during the month of October. Owing to the distressed condition all the banks found themselves placed in, it was impossible to grant extensions, and there was no other alternative than to put the cattle upon the market in order to pay the debt for which the live stock was in many instances pledged. The short corn crop had reduced the number of buyers fully fifty per cent. as compared with the previous year, and the panic had the effect of farther reducing the number of would-be purchasers fully one-half, so that there were scarce one-fourth the number of buyers for cattle in the fall of 1873, that there were in that of 1872, whilst the number of cattle for sale was much larger. In addition to the foregoing, the season had been rainy and the grass coarse, soft, and washy, consequently the cattle had stampeded much and fatted little, so that more than ninety per cent. of them were unfit to be packed, or to go to eastern markets. In fact they were only fit to be fed during the winter and marketed the following year. To a man whose sympathies ran with cattle men, it was like attending a funeral of friends daily, to stand upon any of the cattle marts and witness the financial slaughter of drovers and shippers constantly occurring.

Many cattle that were forwarded east, did not sell for scarce more than freight and charges. A single firm lost one hundred and eighty thousand dollars in three weeks' shipments. It was common to hear a shipper say, pointing to his cattle, that every horn in sight was losing a five dollar note, or ten dollars per head. Indeed, money was lost as fast and completely as if a bonfire had been made of it, and kept burning for forty days. It is estimated that the panic lost Texan drovers fully two millions of dollars. No such calamity ever befell the western cattle trade; it is beyond the power of the writer to give by pen or word, even a faint description of the great calamity, or tell of its wide spread ruin. Men by the score could be named who were suddenly bankrupted, and it was very rare to meet a cattle drover, trader, or shipper, who had not lost heavily. Many thousands of stock cattle, especially cows and rough thin steers, were sold at from one to one and a quarter cents per pound gross weight, to be "tanked;" that is, the hide, horns, and hoofs taken off, and the balance of the carcass placed in a tank and rendered, or steamed; the tallow obtained, the balance was thrown away. Many thousand were disposed of in this manner, while by far the greater portion were taken by feeders; some of the best herds were taken by the packers. The year of 1873 was, taken as a whole, one of great disaster to western cattle men, and will be long and vividly remembered by many whose fondest hopes, together with their fortunes, were dashed to the earth and broken. Of the half million cattle that came to Kansas during that year, fully two-fifths were put in winter quarters in Western Kansas, or driven into Colorado, and of the remainder (perhaps one hundred thousand,) were put on feed in the Northwestern States, and as many more went direct to market and were slaughtered, whilst the remainder went to the Indians and to be consumed in the more northern Territories.

One thing may be regarded as effectually settled. That is no more stock cattle are needed or wanted from Texas in the Northern States or Territories, and the sooner the stock men of Texas recognize this fact and cease depleting their stocks at home the better for them. We deem it now full time to urge Texan live stock men to stop driving off to Northern markets other than beef cattle, and whether it is really best to drive them or allow them to remain upon their native pastures until fat, and then ship direct to market, is a proposition that will bear discussion.

About the middle of September 1873, a mass meeting of live stock men was held, and a banquet given at Kansas City. The purpose of this was to bring the Northern and Southern cattle men together in social contact and intercourse, and if possible to inspire the drooping cattle trade with greater life and activity, and also to form an Association of Live Stock Men. The mass meeting and banquet was a great success. Near two thousand cattle men sat down to the banquet, and addresses were delivered by Gov. Woodson, of Missouri, and other prominent men, representing the various sections of the West and Southwest.

Many amusing incidents occurred, one of which we relate: An unshaven, unshorn, roughly-clad cow-boy fresh from New Mexico obtained a seat at the Banquet table. He had often heard of the exhilerating effect of fine pure wine, but had never tasted any. As soon as he was cleverly seated he clutched a quart bottle of champagne saying, "What's this hur trick—I guess I'll try the critter." Popping the cork he proceeded to pour one-half the contents of the bottle down his throat without stopping. Then hesitating for a moment, remarked: "This hur stuff is too d—d thin; it won't make nobody drunk; I could drink the Gulf of Mexico if it was like this and not be drunk neither." Then guzzling the balance of the quart he reached for a second bottle, which he was in the act of uncorking when the effect of the first bottle seemed to suddenly reach his brain. Hesitating for a moment in which his eye was observed to tingle with a newly aroused wildfire he arose to his feet; then suddenly jumped about two feet into the air and brought his ponderous fist down on the table with the force of a trip-hammer, and screamed in tones near akin to the warhoop of a Comanche: "I'm a s—n of a b—h from New Mexico, by G—d. I'm just off of the Chisholm trail—wild and woolly—and I don't care a d—n. I can whip any short-horn in America, by G—d." All the while jumping up and down like a caged wild demon —his long uncombed hair hanging a profused mass over his face whilst his eyes shot forth piercing tiger glances. Had he had his pistols, death's cold leaden pillets would have been distributed promiscuously.

The following evening a meeting was held, and an organization was formed, which was named and styled THE LIVE STOCK MEN'S NATIONAL ASSOCIATION. Officers: President, John T. Alexander, of Alexander, Illinois; Corresponding Secretary, Joseph G. McCoy, Kansas City, Missouri; Treasurer, W. H. Winants, Kansas City, Missouri.

The great panic of 1873 beginning soon after the instituting of the Association, all efforts to extend the organization were temporarily suspended. But it is the determined purpose of interested parties at an early day to push and extend the organization, until, if possible, every live stock man in the United States is induced to become a member. All communications pertaining to the Association should be addressed to the Corrresponding Secretary.

It is a fact that every other branch of business or occupation, (although often not of one-half the magnitude nor employing a fourth of as many men as the live stock business,) is organized completely, and by such organizations, aid and protect its members in a thousand ways, besides collecting statistical and other general information concerning their special business, as well as protecting their co-laborers from oppression and outrage at the hands of strong monopolies, with which they are often individually brought into business relations. It is true that live stock men are, or have been heretofore, entirely unorganized, and as a result thereof they are not correctly informed as to the extent or magnitude of the business in which they are engaged; nor do the stock-men of one State, as a class, or as a rule, have any definite knowledge of the number engaged in like business in any other State or Territory. This might be truthfully said of most stock-men as to their adjoining counties, and often townships. Nor do they know, or have any good means of informing themselves, as to the number of live stock, hogs, cattle, or sheep, that are being prepared for market, or that are likely to be put upon the market at any given time in the future. And when they are prepared, or ready to market their stock, if the nearest and most convenient means of transportation chooses to ask them exorbitant rates of freight, they submit, and although they will complain piteously about the extortion, they do nothing to prevent its repetition. Indeed, it has often been said that every stock-man was an independent sovereignity in and of himself, and preferred to act for himself alone, free and independently, even if he does pay dearly for the privilege of so doing. It is idle to question the proposition, that if stock-men would organize they could have at least a part of the say in fixing rates of freight, yard charges, feed charges, commissions, and other incidental expenses to which the business is inevitably subjected. It would be next to impossible for railroads to effect and maintain combinations which the stock-men could not break. Corporations, by combination, would not successfully put up and maintain the price of freight fully thirty-three per cent., over rates charged previous years, and that too, when live stock is selling at prices ranging from twenty-five to fifty per cent. below those realized in former years. No such outrage could, or would be attempted successfully, or tolerated, if live stock-men would act in concert to obtain that that they desire, and of a right ought to have; neither could stock-yard companies insolently mistreat and abuse live stock, or charge exorbitant and outrageous prices for yardage, hay, corn, or for other services rendered; they would not dare to do it. But as matters now stand—the live stock men entirely unorganized, each one by himself and for himself only, are subjected to the arbitrary restrictions and extortionate charges of conscienceless corporations. A stock-man or shipper sees himself wronged, and his stock abused, neglected, and otherwise mistreated, but feels himself powerless as to remedies, and usually does nothing but mutter curses, not loud, but deep; then pass along, only to have the same outrages repeated as often as he attempts to go to market.

The only remedy suggested to the mind of the author for these and many other abuses and grievances, is in organization. Then a potent protest that could and would be enforced and respected would issue against offending parties, and they be compelled to do right and act fairly with their patrons; or in the event of their persisting in oppressive practices such retributive justice could be meted out to them as would compel a change in their conduct and manner of doing business; or the business would be taken entirely from them.

Again if the stock-men were properly associated together a statistical bureau would be established for gathering and disseminating such information as would enable the members of the association to form correct estimates as to the amount of stock in every section of the country, and the probable number that would be marketed each month of the year.

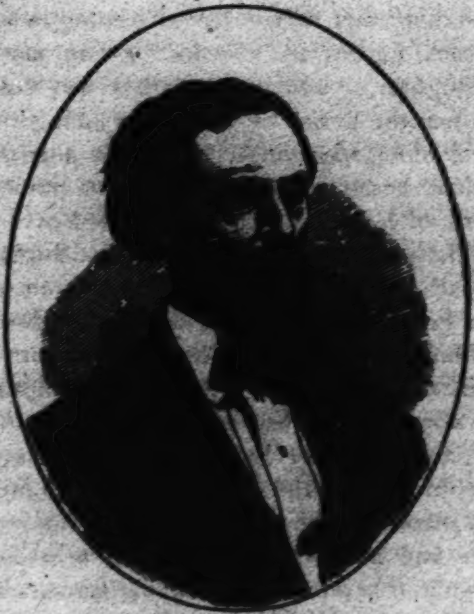
It is not difficult for the practical cattle man to see wherein such information would be of inestimable value in forming business calculations, and a correct judgment of the probable future status of the business and markets. Besides a great aid to both buyers and sellers would be thus created and a general business register of the wants or desires of live-stock men would exist, to which any member might refer at his pleasure and thus save much time and money which would otherwise be spent in rambling over the country seeking, without knowing just where to look for that which he desired. The advantages of organization or association are so numerous and so great, that it is time spent idly to urge them upon the attention of thinking, discerning live-stock men. But if they continue to bear without effort to remedy the many evils, abuses and extortions which have been heaped upon them in the past, then are they degenerate dung-hills, and unfit to bear the proud distinction to which as a class they aspire.

But we hope and apprehend the day is not distant when there will be found organizations of live-stock men in every State and in many counties; all of which may be made auxiliary to a general or national association. When that day does come, live-stock men will be subjected to fewer losses and be able to conduct their business in an intelligent, systematic manner just as is every other industry or vocation in the United States. It is in no sense for the lack of intelligence among stock-men that effectual organization has not before been effected, but from a habit of doing and acting in an independent individual capacity. The benefits to accrue from association are not thought of or realized; but the day now is when their numbers, and their interest alike behoove them to organize for their own mutual benefit, information and strength.

Some of the most intelligent of the land, both of the East and the West, are found in the live stock business. Impaired health often drives eastern born and educated men into the vocation of live stock; in the outdoor pure air exercise they find restored health. Men who are familiar with the amenities of high social life, those who are fitted by nature and education to adorn the best walks of life, are often found in the live stock business in the west; such a one is Col. O. W. Wheeler, who, in his native Connecticut home, received such a business education and training as fitted him for a commercial life; but that fell malady of New England—consumption, soon manifested its unmistakeable presence in his breast, and he was not long in deciding to test the effects of a trip by ocean steamer to the Pacific slope. Sorrowfully he bid an affectionate adieu to the loved home of his childhood, and to his parents, brothers, and sisters, and boarded a Pacific mail steamer bound for the Isthmus. This was before the Panama Railroad was completed, and the passage from ocean to ocean was made in canoes poled by natives up the Chagres river to the head thereof, thence on mules to Panama harbor.

Although that scourge of the tropics, Panama fever, laid its heavy hand upon his debilitated form, yet he survived it, and after a passage of thirty-two days found himself upon the golden sands of California. Arriving in the year 1851, he was among the comparatively early settlers in that eldorado. The very atmosphere was dense with excitement about the mines, of which new ones were being daily discovered, adding their volume to the constantly increasing wave of excitement. When the Colonel's health was somewhat restored, his means being limited, he went to the mines, but upon a brief trial found that he was not physically able to endure the heavy labor incident to mining. Accordingly he returned to Sacramento and engaged in mercantile pursuits, taking a position as head salesman in a large establishment. But having a disposition that prompted the desire to be in the open air, and having naturally a great love for live stock, he accepted the first good opportunity and went to trading in cattle. Going a few hundred miles east into the desert on the emigrant trail, he met an immense concourse of in-coming caravans, consisting of teams and outfits en route overland from the States. Of course many animals, oxen, horses and mules were jaded out by their long journey over the plains, and were comparatively valueless to the emigrants, who were only too glad to part with them for a small consideration either in cash or recruited animals, for one of which a half dozen jaded ones could readily be exchanged. The all-absorbing effort of the emigrant was to get through to the land of golden promise, and he knew not how soon he would be compelled to either halt, or leave part of his outfit. This jaded stock only needed a few weeks rest and recruiting, no other food was required than the natural grasses of the mountain valleys. This trade, as the reader might readily infer, was very profitable, and the Colonel made several trips, reaping rich harvests.

When this trade was over, or done, he outfitted several teams and went to freighting to the various mining districts; but not liking this business he sold out, and meeting an excellent opportunity he bought out a disgusted merchant, and soon built up a lucrative trade, and then sold it out at good advantage. Finally he met with an opportunity to buy a large flock of sheep which the owners did not know how to handle to advantage. The Colonel having been reared a practical farmer, had no difficulty in putting the flock in fine condition, soon after which he divided the wethers from the stock sheep, and sold the former to the butcher at twelve dollars gold per head, and for the stock sheep a little better price was realized. These sales in addition to the proceeds of the wool clip, made the transaction highly satisfactory. Being the most successful in live stock, as well as best pleased with the business, he decided to go to Los Angelos in Southern California and bring up a herd of cattle, which he did, and sold out at a splendid profit on his arrival at Sacramento. This operation proved so remunerative and congenial that he was prompted to repeat it, which he did; but owing to serious illness he did not succeed so well, yet he made money. While in Southern California, two hundred miles south of San Francisco, he espied a large fine ranch stocked up with over three thousand head of cattle, besides horses, of which



COL. OLIVER W. WHEELER.

the owner had become tired. The Colonel, determined to buy the whole establishment, which he did without delay or trouble. But he did not hold the realty more than a year before receiving a fine offer for it, which he accepted, retaining the most of his cattle.

About this time he conceived the project of opening a wholesale meat market in San Francisco, which soon required the carcasses of forty bullocks daily. This soon exhausted his herd, but there was no trouble in getting a supply from others, at such figures as afforded a fine margin. The wholesale slaughtering and meat market was continued for two years, when the desire for a more roaming venture took possession of him; accordingly, he made a trip by way of his Connecticut home to the Northwestern States, and purchased a herd of horses, which were started over the plains. This was in the year of 1861 and the plains' Indians were all on the war-path, and crossing the plains was an undertaking fraught with great danger; especially as Mr. Lo was decidedly fond of horses, and was not scrupulous about paying for them in coin or greenbacks. To prevent capture, or robbery, if not worse, it was necessary to travel in large trains or caravans, and maintain by organization, a semi-military defensive attitude. At the head of this organization, the Colonel was placed by the unanimous vote of a large number of emigrants and plains-men. That trip was one of great peril, and required persistent, eternal vigilance. The experience and prudence of the Colonel was equal to the occasion, and although the train passed through a country swarming with hostile redskins who were ever on the watch for an opportunity to attack the train unawares, the only mode of Indian warfare; and although the red devils hovered on the route for days, the entire train, comprising several hundred wagons and more than a thousand head of loose stock, was conducted through safely.

After arriving in California his horses were sold at a moderate profit, but not content to stop or abandon the drover's life, the Colonel embarked in driving fat stock from Lower, or Southern California, to the various mining regions in the Northern part of the State, and to those of the great silver regions of Nevada. This very profitable traffic was continued through summer and winter, through snow and sunshine, until the spring of 1867, when in consequence of the extreme scarcity of cattle—a result brought about by a drought, which had prevailed on the Pacific slope—he determined, in company with Messrs. Wilson and Hicks, to go to Texas and drive a large herd of cattle from there to the mining regions of the Pacific slope. In pursuance of this determination, they visited the Lone Star State early in the year, and purchased a select herd of twenty-four hundred head of cattle, and over one hundred head of good cow ponies, and employed fifty-four sturdy men, all of which they armed in the best manner, with superior rifles. No more complete outfit, or better herd of stock ever left Texas. This herd was the first to pass through the Indian Nation, and broke the trail over which the drive of 1867 came. It was a year of constant rain and flood, and, as if to add to the distress of the situation, the Asiatic cholera made its appearance and swept away many cow boys, and some of the drovers. When they had arrived in the vicinity of Abilene, a halt for consultation and for reconoitering the situation was made. The Indians on the plains were extremely hostile, and all on the war path. After obtaining all the information possible, it was determined to stop at Abilene and dispose of the herd. To this course the Colonel objected, and earnestly urged his two partners to go forward as per the original programme, but he was overruled. He was no theorist or dreamer desiring to attempt impossibilities, but having often been exposed to savage redskins, and being anything but a coward, he did not fear to go forward with the herd and fight their way, if need be, through the hostile Indian country,

The fear of Indian depredations influenced his partners to take the course determined upon. This magnificent herd did not get in good flesh during the summer season, nevertheless it was shipped to Chicago and packed upon the owner's account, which operation was not profitable. The Colonel's plan was to winter the herd, when he found that his partners would not risk going through to California, but in this he was again overruled. However when their herd was shipped and packed he returned to Kansas, and bought on his individual account, a herd of fifteen hundred head of cattle, which he wintered in the southeast part of the State, and fatted the following summer.

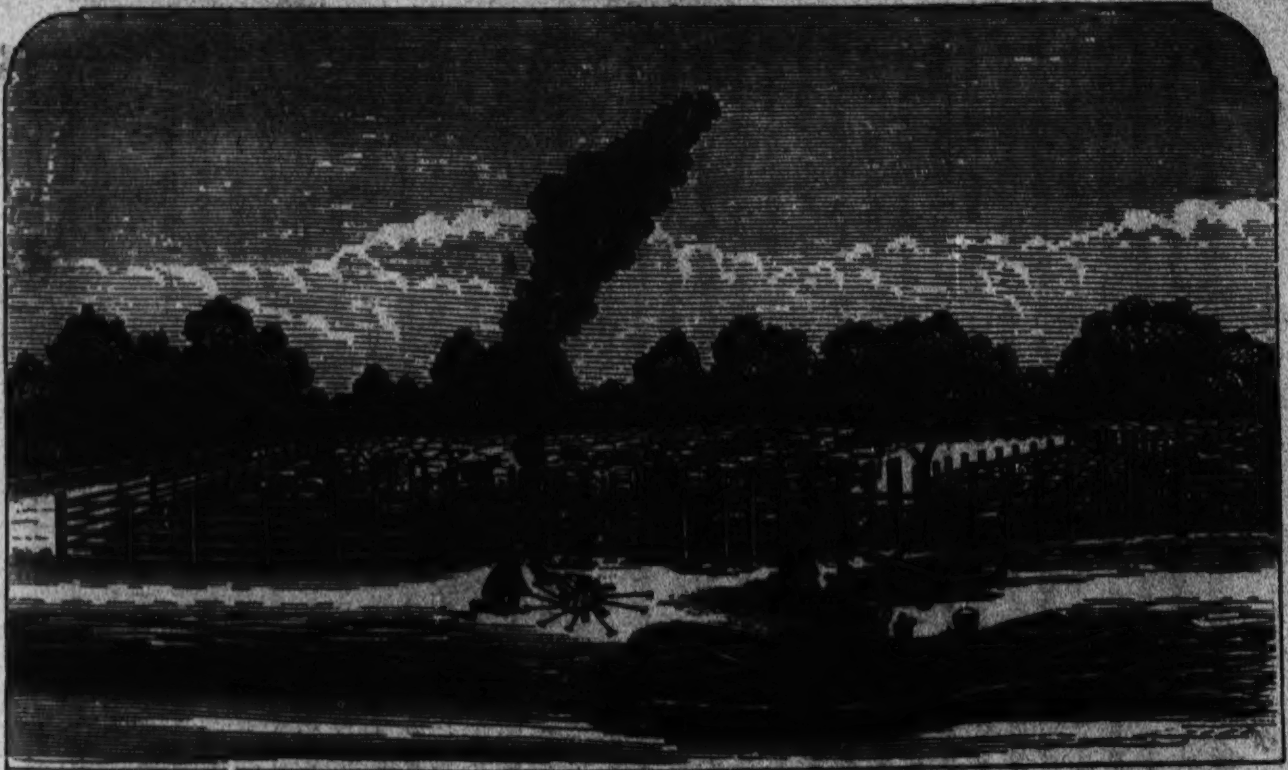
Notwitstanding the Missouri mobs, he drove the herd to Quincy, Illinois, where he placed it upon pasture. This was about the time of the great excitement about Spanish fever, and a good opportuuity occurred to buy Texan cattle at Quincy from panic-stricken shippers, which he was not slow in improving. Indeed the Colonel bears a well established reputation as a shrewd, observing operator, whose keen eye always readily sees quickly an opportunity for a profitable investment. Many hundred were sent from the yards to his pasture and mingled with his wintered herd, then he went to Abilene and bought and held several thousand choice cattle. When the excitement subsided and the brisk demand, noted otherwheres, arose for fat Texan cattle for packing purposes, he was found right on hand with rousing fine herds, just ready to reap a harvest of profits. After closing up his summer and fall's operations, he went to Texas where he bought five thousand head of cattle, to be delivered in Nevada. When this contract was completed, he returned to Kansas, and whilst the parties with whom he contracted in Texas were driving the herds to Nevada, he bought and shipped about six thousand head upon the Chicago market.

Upon the arrival of one shipment a genius named Milk took upon himself to inform the Board of Health, that the Colonel was shipping "fresh Texan" cattle. The Board thought him a fit subject upon whom to try the recently enacted prohibitory legislation; accordingly, one day, when the

Colonel had about twelve hundred head upon the market, they (the Board of Health,) arrested him for having "Texan cattle in the State of Illinois." Before they took the cattle into possession, the Colonel demanded a bond of indemnity, and then dug out of his convenient pocket a "certificate, under seal," setting forth that the cattle were wintered, and just then the aforesaid board of health "saw it" and wilted. The Superintendent of the yards revived them with sparkling champagne, over the effervesence of which the "board" not only revived, but waxed liberal, and patting the Colonel on the back, told him to bring all the cattle he pleased. This was esteemed an exalted privilege for an American citizen to enjoy in this free country. But the Colonel is anxious to meet the man who set that board of health on him; he would make it warmly interesting to that fellow, and would show him a peculiar variety of the "milk of human kindness;" but it is apprehended that that "milk" would not be appreciated. In all these shipping ventures he was successful; indeed, his judgment was as unerring as his fortune was good; where others stumbled or fell he cautiously but successfully trod.

In the fall season, at the appointed time, the Colonel went to the designated point in Nevada and received; then disposed of the five thousand head of cattle previously contracted for in Texas; the operation was only moderately profitable. In the year of 1870 he drove from Texas, and shipped altogether near twelve thousand head of cattle, and the following year he drove seven thousand head. This was the year in which occurred the great exodus of kine from Texas to Kansas, and was followed by the winter of disaster. The Colonel succeeded in selling all his, but one thousand head, which with eighty-seven head of cow-ponies he put into winter quarters; of the caltle, he lost twenty per cent., and every one of the ponies perished.

He then determined in the future to drive less in numbers, but be more careful in selecting good ones; accordingly he only put two thousand upon the trail leading northward



COL. WHEELER COUNTER-BRANDING A HERD, PREPARATORY TO PUTTING IT INTO WINTER QUARTERS.

the next year, but they were selected stock. After reaching Kansas he bought five thousand head, mostly wintered cattle and held them during the summer. He succeeded in making one sale of five thousand head to J. B. Hunter & Co., for the snug sum of $125,000. The remainder of his herds he managed to dispose of at paying prices. On returning to Texas the following winter with his cow-ponies, and after looking over the situation, he concluded that too many cattle were being driven to be profitable; accordingly he sold his ponies and returned to Kansas, where, during the summer of 1873, he maintained a "masterly inactivity"—a mere spectator of occurring events—but, when a favorable opportunity to make an investment presented itself, he bought six thousand head of cattle and one hundred horses.

The great panic beginning soon after, he was able to sell only about twenty-five hundred head at satisfactory prices, and put five hundred head on slop feed in Central Illinois; then placed three thousand head in winter quarters in Western Kansas.

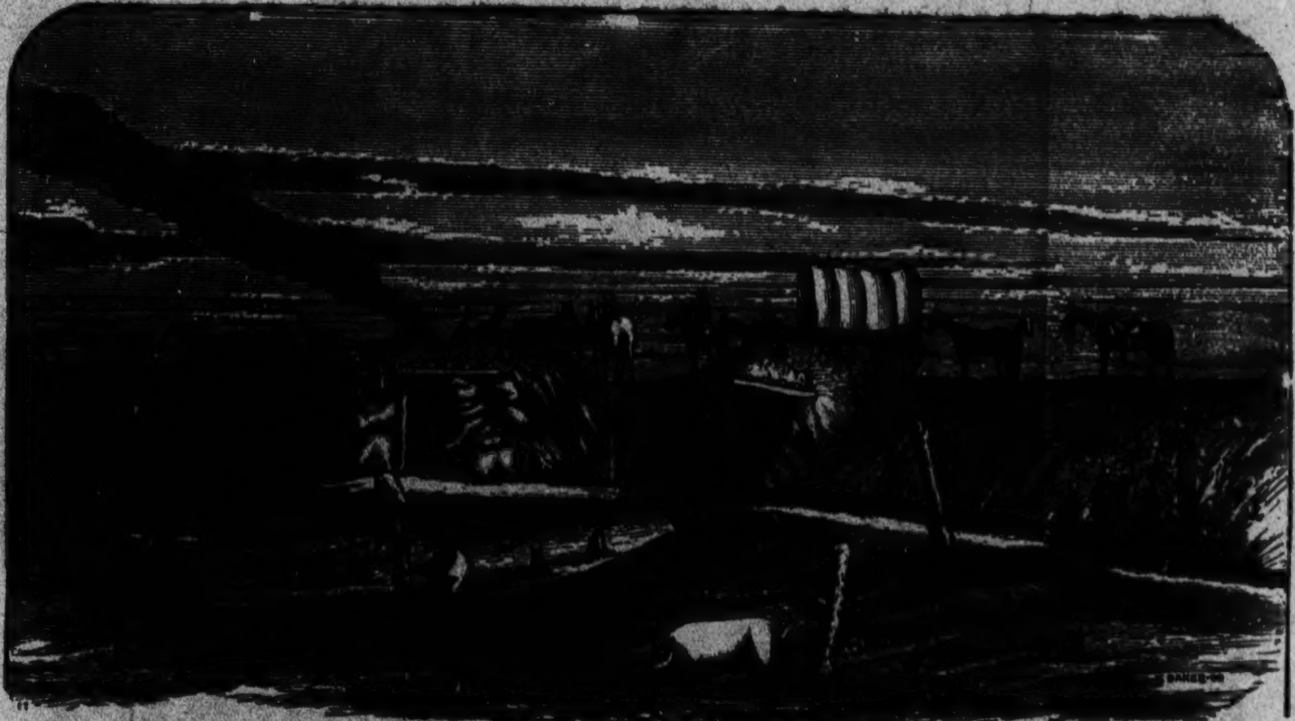
The business of wintering cattle in Western Kansas has attained great proportions, and life in camp, and in winter quarters, is much like that described under head of ranching and grazing.

After reading this, and the sketches of other cattle men, the reader will rightly conclude that the life of the drover and dealer is one full of change, both in lines and character of business. Such is the fact, and in this fact—the perpetual changing of clime, country, scenery, men and circumstances, coupled with the excitement ever incident to risk and venture—is to be found the fascination of the life and business of a drover, the key to the impetus which ever drives and animates him to greater and greater efforts and larger and larger risks. So deep and firm does the habit and incentive to trade and speculation take hold upon its votaries, that few men after beginning are ever willing to quit the business of stock trading and shipping, or exchange it for any other business. If from financial inability, he is compelled to take up some other vocation, he is ever longing to again try his fortune in live stock operations. If he succeeds, no matter how well at first, it only stimulates him to greater exertions and greater risks. If he does not succeed it only serves to make him determined to retrieve his losses in the same vocation in which he sustained it. Bankruptcy and financial ruin is the only means that will put a stop to his operations.

These observations are more applicable to shippers of live-stock than to ranchmen, or to that other class of dealers who conduct their operations altogether in the country and seldom go to market; then only with their own production. This class of operators are not only more safe and successful but almost invariably accumulate wealth, for they can remain at home, when the market is not good, and hold their stock off, or await the coming of a shipper or speculator to whom they sell, when the prices offered are satisfactory. To this latter class belongs Colonel Wheeler.

Northwestern Kansas is a superior stock country, and abounds with fine buffalo grass upon the uplands and blue-stem, or blue joint grass in the valleys, affording abundant hay and winter range; also water, fresh and salt, and timber, and other shelter exists in abundance. In these regions the Colonel has chosen his wintering grounds, and when the herds are once located and become quiet and content, they are not herded, but out riding the country instead, is practiced. Substantial dug-outs were constructed for the comfort of his men, and everything provided to render them as snug and content as possible under the circumstances. The Colonel's employees are to a man loud in praise of his generous liberality, and every one of them would fight, and if need be, lay down their lives for him or his interests.

When the winter is passed the cattle are gathered together and put under herd, and camps established; this is done to prevent the cattle from straying off or being stolen.



WINTER QUARTERS OF COL. O. W. WHEELER'S COW-BOYS, ON THE SOLOMON RIVER.

The frontier of Kansas, like all other frontiers, is subject to the depredations of thieving bands of desperadoes, a lot of out-laws, who cannot live in a country or district where civil law can be enforced, but hover on the frontier, ever ready to prey upon the honest frontiersman. These bandits do not hesitate to run off any number of cattle or ponies that the negligent herder may permit to come within their reach.

There are many comforts enjoyed in camp life, out on the great plains in the summer season, not the least among which is the delightsome breeze which so gently sweeps over the land, bringing health, vigor, and "the balm of a thousand flowers" upon its wings. The freedom and abandon which naturally abounds, coupled with the jovial hilarity inevitable to robust health, to which may be added the often recurring sharp appetite for the feasts of game often provided by the skill of some semi-nimrod herder, all conspire to render camp life upon the broad plains a joy forever. When any attention whatever is paid to camp comforts, and the most ordinary sanitary regulations, sickness is almost unknown, but the opposite—vigorous health, energy, and a keen appreciation of life with its ever changing vicissitudes—is realized; it is true that many drovers are apparently indifferent to the health and comfort of the cow-boys in their employ; not of this class is the Colonel, the welfare and comfort of his employees are scrupulously looked after, and as a consequence he receives in return faithful service, besides the highest esteem bordering on veneration, from his men, of which he employs constantly a dozen or more.

There are few men in the western live stock trade more widely or more favorably known, than is Col. Wheeler. A puritan in blood, tracing his lineage direct to an honorable soldier of the war of 1812, whose forefathers were among the hardy band of Pilgrims that landed upon the historic Plymouth Rock. His manner of doing business is such as will bear favorable comparison with the most scrupulous and exacting. His business principles are of the loftiest order, and none more heartily condemns and loathes a low, mean, or arbitrary act, than he, and none would be farther from performing a dishonorable deed; prudent and close, yet bold and daring, in his business transactions; punctual in meeting his engagements; shrewd and correct in finances; cordial and courteous withal dignified but not bigoted in his manner and intercourse with men. He is the universal favorite of a large circle which embraces the entire personal of the western live-stock trade, besides many honorable gentlemen in other walks of life. All recognize in him the generous chivalrous gentleman, whose impulses are ever true and good, and whose sympathies are ever with the worthy and deserving.

CHAPTER XIV.

DEVELOPMENT OF LIVE STOCK MARTS—THE MOST ELIGIBLE POINT ON THE MISSOURI RIVER—KANSAS STOCK YARDS—JEROME D. SMITH—GEO. N. ALTMAN—RECEIVING, YARDING AND FEEDING LIVE STOCK—COMMISSION MERCHANTS—W. A. ROGERS—J. L. MITCHENER—GEO. R. BARSE—JOHN SALISBURY—CAPT. W. H. KINGSBERY—R. NICHOLS—SCALPING—HUNTER, EVANS & CO.—R. C. WHITE—BOOKKEEPERS AND CASHIERS—SHIPPING CATTLE—L. M. HUNTER.

As the territory of the United States has been gradually developed by settlement and cultivation, new live stock markets have sprang into existence and grown to such magnitude as their location and the permanence of the necessity for them warranted. Thus scarce more than fifty years since the entire live stock product of the nation was produced east of the Alleghany mountains, and Philadelphia, Baltimore, New York and Boston were the only live stock marts of note. But in later years Albany, then Buffalo, and finally Chicago on the Northern lines, and Pittsburg, Cincinnati and St. Louis on the Southern and Central lines, became markets of great importance. It is quite within the memory of many living stock men, when both St. Louis and Chicago and particularly the former were in their infancy as live stock markets. St. Louis being located on a river, formerly the only means of transportation, is the more ancient as a live stock market. The years are few since both these cities were not only regarded as extreme frontier markets, but so much so that it was not thought possible or needful to ever attempt a permanent live stock mart west of them. But upon the development of the country accelerated by railroads, it became apparent that the area of the production of cattle must be that of the Far West, that tract of country east of the Rocky Mountains, which our infant minds were taught to regard as a desert, but which proved upon closer inspection and experiment to be *par excellence* a live stock producing country.

As the region immediately tributary to the Missouri river for a distance of near one hundred miles on either side become developed, it proved to be very superior corn-growing lands; not excelled as such by famous Central Illinois. Upon the establishment and recognition of this fact, the area in which cattle and hogs could be profitably fatted on corn, became greatly extended, and the business of raising cattle for the feeder correspondingly stimulated, but pushed still farther westward. And so the business of breeding and rearing of live-stock, especially sheep and cattle, has extended to the base of the Rocky Mountains; and after occupying its parks and valleys with live-stock ranches, turns back over the plains to occupy every available location for a distance of five hundred miles in breadth, and more than two thousand miles in length from north to south; covering the vast plains in due time, with bleating flocks and lowing herds. From the nature of the country and its climate and seasons, the positions now fast shaping, will of necessity be permanent. The corn producing belt cannot be extended farther west, not at least sufficiently profitable to ever become an extensive competitor to exclusive live-stock production. The great plains are fast becoming peopled with hardy herdsmen, whose flocks and herds will soon cover the whole of the rainless belt. In the very nature of things and in obedience to the same commercial law or necessity that impelled the building of live-stock marts at St. Louis and Chicago there must be a mart, a point of common center, of sale and interchange somewhere in the valley of the Missouri.

This self-evident fact being admitted, the question naturally presents itself, what point on the Missouri river is the best one? and as naturally answers itself, the one that is most eligibly located, and that furnishes the best facilities for doing the business. The point that has the most tributary lines of supply, as well as lines of outlet; the point which concentrates the greatest number of buyers and sellers. It should be the one—where a number of points are competing for the same branch of commerce—that makes the greatest efforts to establish the necessary facilities and financial accommodations, besides such establishments as manufacture live stock into commercial commodities, such as packing, and rendering houses which require immense capital to construct and operate.

Taking all these prerequisites into consideration, it is easy to see that Kansas City is pre-eminently the point on the Missouri river at which a live-stock mart ought to be established, and by the united exertions of western stock-men, sustained.

Stock marts, like cities, are not made in a day, or by a single man, but by persistent and continued efforts of many parties in interest. So if the western live-stock men desire a market nearer their home than St. Louis or Chicago, it is their duty to themselves to aid in making such a one. They should second the efforts already put forth, and still being made to create a good, complete live-stock mart at Kansas City, because the point fills in a marked degree, all the essential requirements necessary to make a complete market.

The history of the beginning and development of some of the facilities for doing a large stock trade, and the manner in which the business is conducted, with sketches of some of the representative men engaged therein, forms the purpose and scope of this and the succeeding chapter.

In 1867 the cattle shipped from Abilene went by way of Leavenworth to Chicago, but no good facilities for transfering over the Missouri river existed, and but little desire to retain the business was manifested by Leavenworth, so the following spring it went to Kansas City. There the Missouri Pacific Company had built small yards, sufficient to accom-

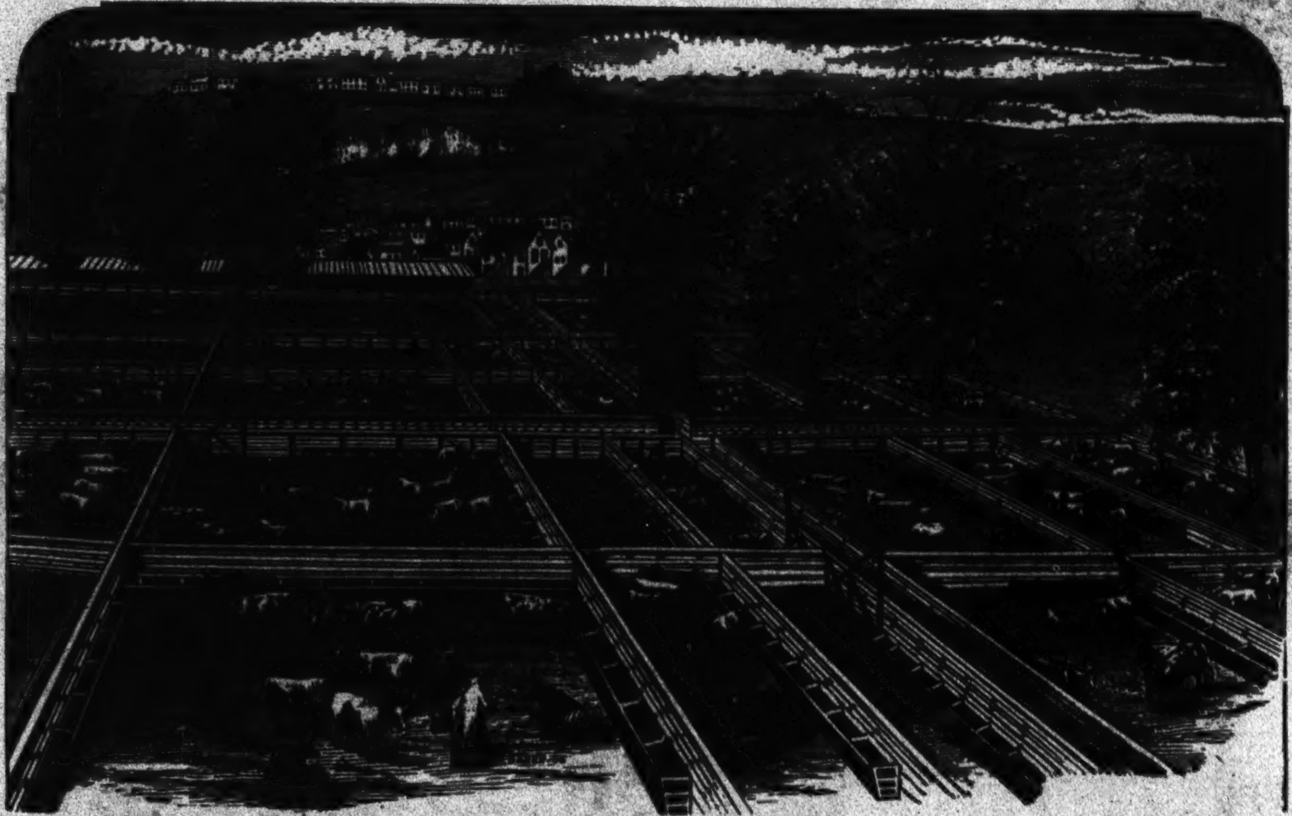
VIEW OF KANSAS STOCK YARDS, KANSAS CITY, MO.

modate only ten cars of stock, but which had previous to that season never been full. As soon as the river was bridged, the Hannibal & St. Joe Railroad company built small yards, but they soon proved inadequate to accommodate the business, which was yearly growing larger.

In the Spring of 1871, a joint stock company was formed for the purpose of erecting and operating a complete feed and transfer yard. A suitable tract of land was secured, and during 1871 quite a large portion of the ground covered with yards, lanes, alleys, scales, barns, and a building for business offices. Every railroad entering or departing from Kansas City soon connected with the yards, and business from the beginning was brisk, crowding to their utmost capacity all the facilities provided, and necessitating additional yards, hog sheds, stables, and office room, until at the present the entire tract of land is occupied.

Ample room exists for seven thousand head of cattle and six thousand hogs at one time without over-crowding but in a case of emergency fifty per cent. more could be taken care of. Water fresh from the Kaw River, is conducted by pipes laid under ground, to troughs provided in each yards, also mangers for feeding hay in cattle yards, and floored pens covered with roofs for shade and shelter, are provided for the hogs and sheep.

The first year, that of 1871, 120,827 cattle, 41,036 hogs, 4,527 sheep, and 809 horses were received, of which but a small per cent. were sold, for Kansas City was then naught more than a feeding and resting point, no effort having been put forth to make it a market. During the year of 1872, 236,800 cattle, 105,640 hogs, 2,648 horses, and 6,071 sheep, were received at Kansas City, and a successful effort was made to create a market. Its creation sprang from the necessities of the situation. Parties failing to sell upon the prairies naturally desired to sell at the first point at which it was possible. Purchasers from the East naturally preferred buying at Kansas City to going to the prairies, especially



VIEW OF KANSAS STOCK YARDS.

was this the case when the frontier points of rendezvous for cattle became numerous and distant apart. Large packing houses were located at Kansas City, and its superior advantages in location and climate for doing a successful and profitable packing business had become established, and thus a considerable demand occurred, aside from that of Northwestern feeders and grazers. All these influences gradually developed and created a market, which since its beginning has grown rapidly.

During the year of 1873, 238,825 cattle, 201,113 hogs, 6,056 sheep and 3,961 horses were received, of which by far the larger proportion were sold. The financial panic reduced the receipts of cattle fully one hundred thousand during 1873.

It is a fact that although the prices which ruled at Kansas City during that season of financial distress were extremely low and unsatisfactory to the drover and shipper, yet they were much better than were realized farther east, freights and charges being deducted. This is proven by the fact that of the parties who bought in Kansas City market and shipped forward to eastern markets, ten lost where one made money, showing conclusively that they had paid too high for the stock. Again it is a fact that shippers who refused to accept offers for their stock at Kansas City, but shipped it forward on their own account, almost invariably realized less net for it than they had refused at Kansas City.

It has been abundantly demonstrated that at Kansas City a good and complete live-stock market can be created or established; one that will be alike beneficial to the western and southwestern live-stock producers and to the northwestern feeders and grazers, and it certainly is alike desirable and profitable to both parties that such should be.

A near home market is essential to the producers of all marketable commodities, and to none more so than the live-stock man, be he breeder, feeder, grazer or shipper.

The Kansas Stock Yards are under the management of

Superintendent Jerome D. Smith, who has been in charge since the organization of the Company.

J. D. Smith has certainly a right to claim a cattleman's blood; his father was one of the most widely known cattle shippers in the northwest, having persistently shipped cattle for forty-two consecutive years, and in that space of time was "busted" ten different times—a comprehensive and suggestive commentary upon the business of live-stock shipping.

JEROME D. SMITH.

J. D. Smith was born, and reared to the age of seventeen, in Newark, New Jersey, then came to Illinois, and after completing his education, engaged in the live-stock trade on his own account in Kansas and Missouri for two years, then went to Chicago where for six years he acted in the capacity of live stock agent for the Michigan Central and Great Western Railways.

Finally, upon the organization of the Kansas Stock

Yard Company, he secured the position of Superintendent, which he has filled to the satisfaction of the company. Mr. Smith is a congenial, jovial young man, who has by energy and application to duty, worked himself into an honorable lucrative position, and by diligence and sober deportment has won the esteem of many friends, and the kindest respect of his employees, all of whom indulge the fondest hope and confidence in an honorable future for him. But the success of the Kansas Stock Yards is quite as much due to its late Secretary and Treasurer, Geo. N. Altman, as to any other officer connected therewith, for it is evident that his was a position that required capacity and ability to administer as well as one of no small degree of responsibility; for it was upon him rested the labor and responsibility of keeping, not only the accounts of the stock yards' own business, but of all the railroad live stock deliveries and shipments. His books must

GEO. N. ALTMAN.

show the receipt of each and every car load of live stock, from whence received, and how disposed of, whether cared or driven out, and upon whose account,—in short the entire workings and business of the yards. Besides the duties as a Secretary, that of Treasurer imposed the collection of all freight charges and the disbursing of the same. The positions of secretary and treasurer are such as require positive exactness in accounts, and impose great responsibility. The position of secretary was given Mr. Altman at the first organization of the Stock Yard Company, and after the first year the position and duties of treasurer were added, in all of which he acquitted himself to the entire satisfaction of the company and to his own great credit.

Mr. Altman for several years previous to his connection with the Kansas Stock Yards, was book-keeper and cashier to a live stock commission firm in Chicago, who did a large business, and was the one that sold the first train load of Texan cattle that was shipped from Abilene; the account of sale of which was made by Mr. Altman. Previous to that he held honorable positions of trust in the telegraph and ticket department of the M. S. & N. I. R. R.

Mr. Altman was a quiet, mild, accomplished gentleman, who had by energy, honesty, and real ability, merited and obtained positions of honor and responsibility, and had won scores of friends and admirers, all of whom esteemed him highly, alike for his many good qualities of heart as well as his persistent laborious attention to the interest of the company. When, upon a bright morning late in the year of 1873, it was announced that Mr. Altman was dead, fallen a victim of incurable consumption, a deep sadness pervaded the habitues of the stock mart, and the tear of sorrow glistened in many eyes unaccustomed to weeping.

The manner in which live stock are received, fed, watered, rested and otherwise cared for, and the manner in which they are handled, sold, weighed and delivered, may be of interest to the general reader; therefore to this his attention is invited. As soon as a train bringing stock arrives at the yards, and is drawn up to the platform for unloading, the employees of the yard company (of which there are many), at once open the car doors, put down a small bridge from the car floor to the platform and drive the stock out and down the inclining platform into the alleys, along which they are hastily driven to a yard of proper size, into which they are turned. Soon after, they are watered and fed according to order of shipper. Large barns for storing baled hay and corn are provided, and a shipper can have his stock fed, either or both, and only has to pay for the amount he orders, and if no sale of his stock is made, no charge is made for yardage, or reloading, which is done by the yard company. Only in case of sale are charges of yardage made for stock which includes weighing. A large building is provided for the business offices. Some of the principal railroads maintain special stock agents, whose offices are near by. The upper floor is divided off into small compartments, or offices, which are occupied by live-stock commission merchants. The entire premises are under the control of the Superintendent, whose word or command is law to all the employees of the yard company. If he is efficient, there is no minutia or detail that he does not give his personal attention. There is great need that he be a practical cattle man, with business capacity equal to any emergency.

The business of live stock commission merchants is to take care of, feed, water, sell, and render to the owner an account of such consignments of live stock, as he may be able to obtain either from his patrons direct or from such as may arrive with stock not consigned to any other house. It is a part of his duties to keep himself fully posted as to prices, not only in the market in which he sells, but of all distant markets, besides always keeping a sharp look out for live stock buyers for all grades, and in short, to keep, and be a kind of general intelligence office concerning live stock men and matters. To which it might be truthfully added, to be a

EXCHANGE BUILDING AND BUSINESS OFFICES OF KANSAS STOCK YARDS.

most obedient servant or convenience, to perform any errand or office for a live stock man that may be desired. There are few men who do as much work for so little pay as the average commission merchant, and certainly none who do more to create good markets than he, and notwithstanding that, it is common to hear ignorant dolts mouthing, otherwise, they are as a class, honest, fair, business men. Indeed they could not be otherwise, and succeed for any considerable length of time, because the competition and rivalry is so great, and competitors so watchful, that any other than an upright, correct course or manner of doing business, would be exposed and published to the world. Again the rivalry impels them to work for the highest prices, in order to please and hold their customers, and they usually know better than one who has just arrived, or is seldom on market, the true value of all grades of stock, besides they know the man, if any there be who desires any particular grade of stock. There are men engaged in live stock commission in every mart, and none can be cited where they are not found also, and as a body, do much toward establishing good markets. Among the first, if not the first man to locate at Kansas City and attempt to establish a live stock commission house, was W. A. Rogers, who had been for two years previously, and still is connected as a partner in the house of Robert Strahorn & Co., of Chicago. Soon after he decided to locate at Kansas City, he entered into a firm, which after one or more changes, is now widely known as Rogers, Powers & Co. The experiment was a success from the first, and the close of the second year showed that a business of near two thousand cars of stock had been done annually.

Mr. Rogers was born in Indiana, but while young was taken by his parents to Iowa, where he remained until he attained the years of manhood, after which period, farming and local live stock trading engaged his attention for three years. Finding the stock business more congenial to his tastes he abandoned farming and formed his Chicago business connec-

WILLIAM A. ROGERS.

tions and went to Kansas, where for two years he bought, shipped, and fed cattle, always keeping a sharp look-out for chances to improve the business of his Chicago house. Finally additional business relations and a permanent location at Kansas City were decided upon. Perhaps few men so young are so widely known in the West as Mr. Rogers. Young, energetic, shrewd and quick, never slow to discern an opening or an opportunity for a profitable business operation, and untiring in his efforts to increase his business. A good judge of the quality and value of live stock, a close observer of human nature, readily reading a man's thoughts in the expression of his countenance, and never at a loss to know how to turn it to advantage. Fortune has dealt liberally with him, and success crowns most of his undertakings. With his ability, experience and already acquired capital, it is easy to see that the future is full of hope and bright promises for him.

Both firms, as now constituted, with which he is connected, present combinations of capital and practical adaptability to the business rarely met with, and ensures the utmost good faith and responsibility.

It is not often we meet permanently located at a market, aged men; men whose heads bear nature's silvery crown of honor—whose patriarchal beard reminds the beholder of the Ancients, and in whose presence one intuitively feels the reverence due to venerable experience and wisdom—but ever and anon we do meet such an one—such is J. L. Mitchener, who stands at the head of the capable house of Mitchener & Son. His life has been a varied one, one ever cast in busy exciting scenes. Born and reared to manhood in Pennsylvania, where with his father he was annually engaged in large live-stock feeding operations, being thoroughly schooled in the manner of handling, feeding, and marketing stock. Whilst yet a

J. L. MITCHENER.

young man, not above a score in years, he incidently visited the State of Ohio. So soon as he perceived the great advantages for live-stock operations that that new State then offered, he determined to realize their benefits. Accordingly after spending a short time in making needful preparations he entered the, to him, promiseful Buckeye State, and within her borders made his home for seventeen years, two-thirds of which time was devoted to a profitable live-stock business, and the remaining third to manufacturing product of live-stock in the city of Cincinnati, in which and in other products, he was a heavy operator. But in time he became restless in the pent-up city and longed for the freedom of the country —for the vocation of the stock farm—and having tasted the unrestrained exciting life peculiar to a new country, concluded to try Illinois, and in 1854 took up his abode upon a good farm of seven hundred acres which he had previously bought.

After spending five years in his rural home, engaged successfully in extensive live-stock operations, he went to St. Joseph, Missouri, at the solicitation of a St. Louis packing firm, and aided in conducting a large packing establishment. Here again the great new west, the mighty predestined valley of the Missouri enraptured him. Thinking that he could foresee the day, which to him looked as one not distant, when the onward, westward march of civilization would develope that rich, new country into a garden of beauty, an eldorado of health; and with a ken little short of prophetic, saw and believed in the coming greatness and commercial importance of Kansas City. Therefore to that point he brought his effects, and it is said actually built the first packing house ever erected there, but the unforeseen war soon occurring, he was induced out of motives to preserve his family, to return to Chicago, where he again connected himself with a prominent packing house. Soon thereafter, the project of the Union Stock Yards took shape, and to the enterprise he gave his aid, and was the first man to actually break dirt, setting the first post, and nailing the first board in their erection; and when the yards were so far completed as to be open for business, he accepted the position of Division Superintendent, which position he held until the year 1869, when he established the house of which he now stands at the head. In a life in which fickle fortune alternates a smiling and frowning countenance, most men become in age morose and sour, or settle down in hopeless impotency apparently only waiting the last summons, thus confessing life a failure, and life's rugged steeps too precipitous for them to reattempt to scale, since once attaining have been hurled to the bottom. Not so with Mr. J. L. Mitchener—his voice is as cheery, his air as confident, his manner as open, frank, up and above board when in poverty's narrowest rut as when upon fortunes most gilded hights. With him it matters not, hope and manhood is high whether his purse be full or collapsed, for he believes "A man's a man for all that." The commission house at the head of which he stands, is one among the reliable and capable established in Kansas City during the year 1872. Its business is steadily increasing, and its already long list of patrons is daily augmenting.

Most of the men engaged in live stock commission are either Western born or Western raised, and often both. Such is the case with Geo. R. Barse. Wisconsin is the State of his nativity, although he was educated at Detroit, Michigan. Then he went to Illinois and began business for himself as a grain and live stock dealer, which occupation he followed but too closely for three years. At the earliest call for volunteers, he enrolled his name and served his country faithfully four years, fourteen months of which time he was a prisoner in the South, and was in nearly every prison pen in Dixie. Four different times did he escape, three times was he re-taken, but the last time success crowned his efforts and he joined Sherman's "bummers" on their way to the Sea. When peace was restored, he returned to Illinois and resumed his old business, which he followed with varying fortune until the year of 1871, in which he formed connections

GEORGE R. BARSE.

with one of Chicago's most widely known live stock firms, and the following year came to Kansas City. But the great panic of 1873 had the effect of severing his connections with the Chicago house, and he formed other connections. Mr. Barse understands the practical management of live stock, and is a good salesman. He is a whole-souled, good-tempered man, whose record for integrity, energy and a conscientious application to the interests of his patrons is unspotted.

Some of the Chicago commission houses have established branch offices at Kansas City, which are usually conducted under the same name as the original house. Such is the case with the well and favorably known house of Hough Reeves & Co., whose Kansas City salesman is John Salisbury, a man who was reared to the business, beginning at 100dth street, New York City, the city of his birth. After selling for years in New York he went to Albany and Buffalo, stopping for a year at each; he finally went to Southern Illinois where he occupied himself as a local trader until the outbreak of the war, at the close of which he returned to New York city, and for three years continued his old first vocation, then went to Chicago, and after selling on that market for the house with which he now is, for two years, was transferred to Kansas City where he has been for more than two years, and where he expects to remain permanently. The house for which he acts as salesman, is one of the most substantial financially, and widely known firms in the west, and in the person of Mr. Salisbury they have an able, experienced salesman, who can discern at a glance the correct grade and value of a drove of cattle, and can sell them for every dollar they are worth on the market. It is only necessary for him to attend strictly to the business in which he is

JOHN SALISBURY.

engaged to make sure of abundant success and a prosperous future.

It might be supposed that a firm, one or more of whose members were Texans, would naturally attract and receive the patronage of Southern drovers. Their suspicion of a Northern man is deep and universal. Therefore they prefer to entrust one from their own State with their business. Accordingly it is not unfrequent that one or more Northern men will associate with themselves one or more Texan men, and thus present a house unobjectionable to men from either section.

WILLIAM H. KINGSBERY.

W. H. Kingsbery, of the firm of Matthews, Kingsbery & Co., one of Kansas City's most enterprising live stock commission houses, is well known to Texans as being a member of the firm of Kingsbery & Holmsley, of Comanche, Texas. Born and reared to the age of sixteen in the State of

Georgia, he became so enraptured with the glowing accounts of the great new State of Texas that he determined to emigrate hither.

Not having funds to travel by public conveyance, yet so determined was he to try his fortune in the distant Lone Star State, that he set out afoot and alone, and tramped the entire distance from Georgia to the Western frontier of Texas, where he promptly accepted the position of clerk in a country store. After many years of hard struggling, self denial and economy, he became enabled to establish a business for himself, by purchasing a small branch store from his former employer. This opportunity was improved to the best advantage, and the foundation of a future substantial business and a sound, strong credit was carefully laid.

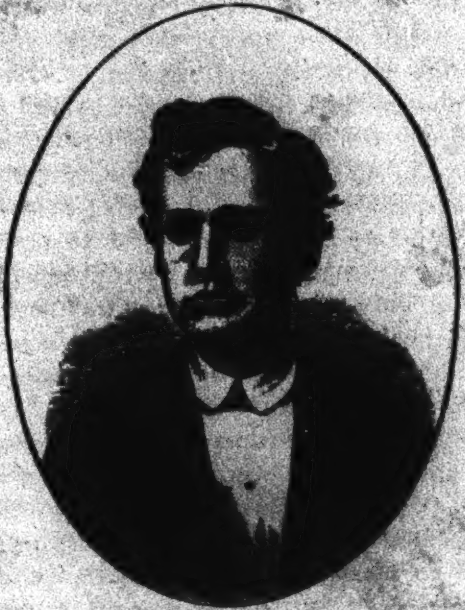
Men who in their youth receive a thorough drilling in adversity, and thus not only learn the intrinsic value of a dollar, but how to make and take care of one, invariably make earth's most successful business men, those who manifest actual talent and business capacity, and the rule holds as to the subject of this sketch. When the war came, he took part as a soldier and served actively for three years, but on receiving a severe wound he returned home, and as soon as he was able took up his vocation as a merchant.

At the close of the war money was very scarce in Texas, everything being uncurrent except specie, and much of the business in the merchandising line had to be done in exchange for cattle. During 1867, and for two succeeding years, Kingsbery & Holmsley found buyers at or near home for such stock as they had taken in exchange for goods. For the next four years they sent their herds to Kansas, first to Baxter Springs, then to Ellsworth, and lastly to Coffeyville. Their annual drives would average fully twenty-five hundred head.

Finding it necessary for an agency at Kansas City, they opened a commission house there in 1872, under same firm name as the Texas business was conducted. The following year a new combination was made, and in Kansas City's stock mart the name of Matthews, Kingsbery & Co. are as familiar as household words.

As a firm they are liberal, straightforward, upright; and posses indomitable energy, coupled with integrity, financial responsibility and good practical judgment in matters pertaining to live-stock.

The house is firmly established and its business, already of enormous proportions is daily increasing. Mr. Kingsbery is of that class of men to whom any vocation or community may refer to with pride.

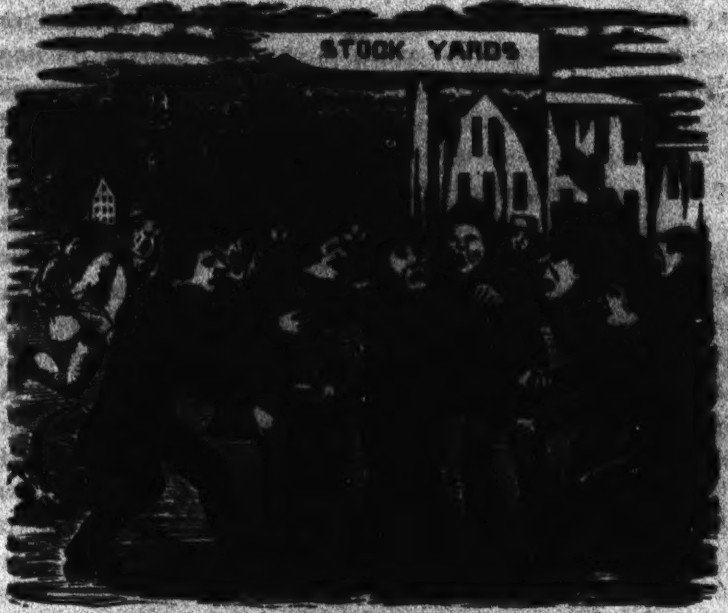


RANDOLPH NICHOLS.

During the month of August, 1872, R. Nichols, who had formed connections with a prominent firm in Chicago, established a house at Kansas City under the firm name of R. Nichols & Co., and flung his shingle to the breeze. He was already quite well known in the west, having been in the western cattle trade for three years previously, besides having been an active local trader in Illinois, where he was reared to manhood, although born in Ohio. Mr. Nichols was not slow in establishing a lively paying business; but the great panic dealt harshly with him, clouding his bright prospects of honorable success.

He is quick, shrewd, sharp, and a good salesman, one who can always get fair prices for his consignments. One would scarce suppose to look upon his youthful, boyish face, that he was a business man of eight years' experience, yet such is the fact.

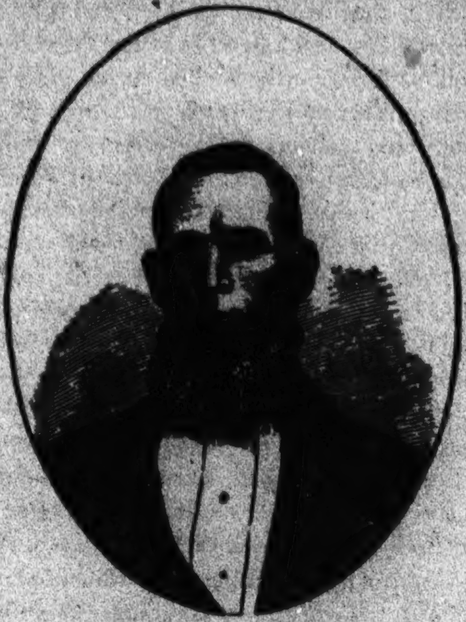
Such are the men who first engaged in the attempt to create or establish a live stock market at Kansas City. An attempt worthy of success, and one fraught with great good to western and southern live-stock men, as well as to Kansas City, for it brings to her a lucrative commerce, amounting to many millions of dollars annually. But certain adjuncts, or aids of some commission firms, may be of interest to the general reader. Active men are employed to perform various duties; but the particular class now referred to are the solicitors —those whose duty it is to meet every train and secure such stock as may not be consigned to any commission house. So soon as an incoming train is announced nearing the stock yards, the hurrying tramp of solicitors, vulgarly, but not inappropriately, called "Scalpers," may be heard hustling toward the unloading platform. If there is a shipper on the train whose stock is not consigned, they proceed in a cheeky *sang froid* manner to interview him, presenting the business cards of the commission firms which have the Scalpers employed. Such oily persuasive arguments as scarce ever fell from mortal's lips, are poured into the ear of a newly arrived shipper. But the first Scalper to reach the ear of the shipper enjoys but a brief monopoly of his attention, before a second representing another and competing house or firm, puts in not only a presence but a lip also, and with a coolness and self possession beyond comprehension, plucks the shipper to



"SCALPING."

one side and begins to pump him full of the points in favor of the house, or firm, which Scalper number two serves. But before the pleasant duty is half completed, Scalper number three arrives and straightway goes to the shipper, grasps his hand in the most cordial and familiar manner, just as if he was an old schoolmate and bosom friend, although ten to one Scalper number three never saw the shipper before, and cares little whether he ever does afterward, especially if he fails to get the shipper's stock turned over to the desired firm before Scalper number four captures the shipper only to see number one, who has recharged his mortar, retake the shipper, who becomes so dumfounded and fuddled, that he scarce knows his own name, much less where he is, or what he wants. The Scalper is a distinctive type of the *genus homo*, is supposed to be omnivorous and brimful of bland cheek, of which he has more than an army mule; but in this he does not excel more than in facile glib talk—genuine chin-music and cool impertinence. To say he has a conscience, much less is ever checked, or restrained thereby, is to state a proposition without having an experienced observing believer. He is *au fait* on all matters pertaining to his firm, as well as to all points against a competitor. Nevertheless he is an "institution," a kind of necessary evil, about the propriety of maintaining which commission men differ. However when a covey of Scalpers do unitedly beset a verdant country shipper, a humane man can but feel that they are a nuisance that ought to be speedily and thoroughly abated. Sometimes a Scalper will perpetrate a sharp practical joke on some comrade, such an one as may be late getting to a newly arrived train, upon which there may be a car of horses, the shipper of which will be pointed out to the unposted Scalper, accompanied with the remark that, "That man has a load of stock for you." Then to see the Scalper rush to the man and ask him if they are natives —if they are butchers, or shippers, cows or steers, long horns or short horns, through or wintered, and such other questions as the Scalper imagines would betoken a profound deep interest in the stranger's welfare. But when he learns that he is "sold," his indignation is only excelled by his loud curses. When the reader is told that Kansas City is not a horse market, and all those arriving there are only in transit to other points, he will comprehend the discomfiture of the Scalper.

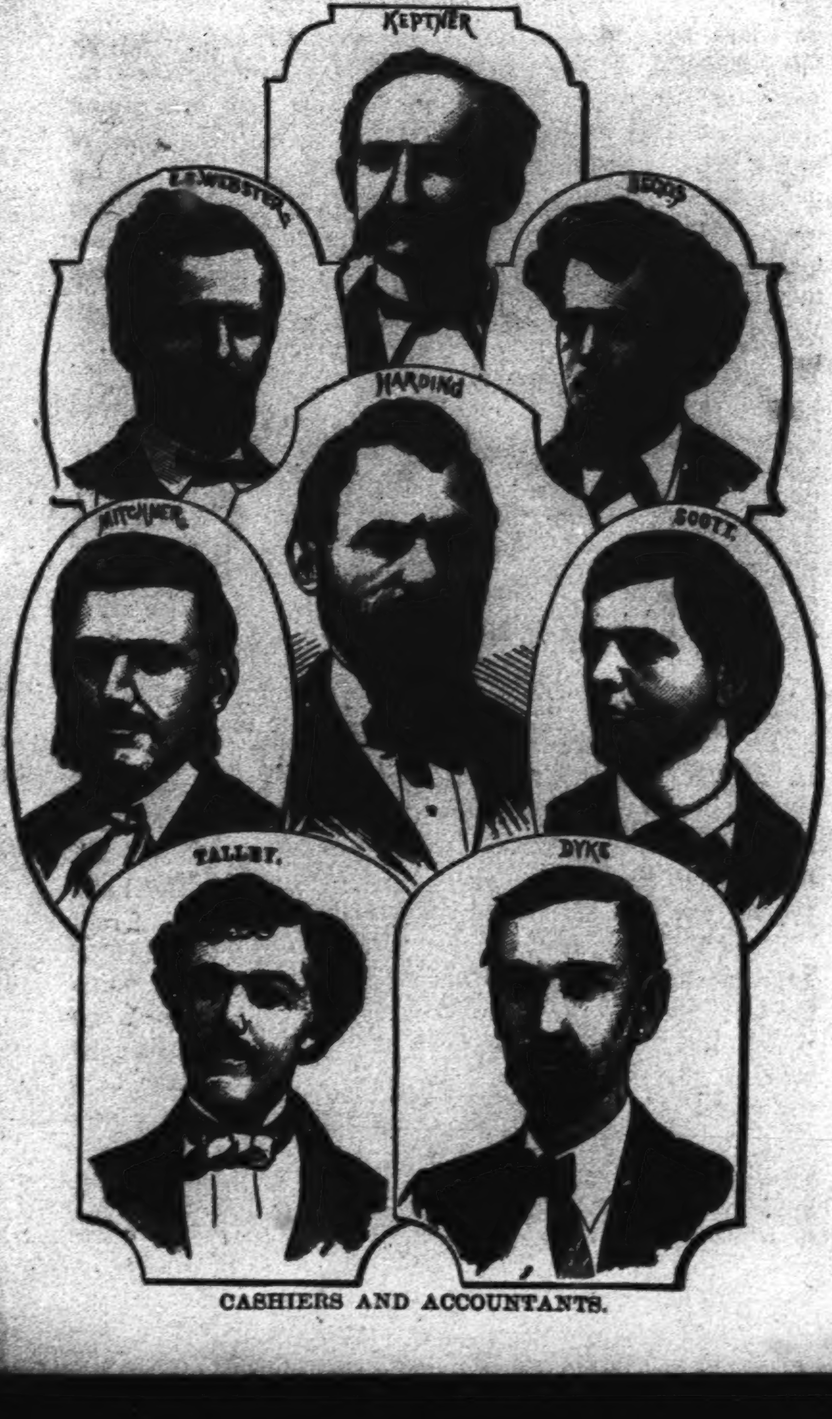
At the beginning of the year 1873, the conviction was firm and wide-spread that at Kansas City, a complete live-stock market, was established beyond doubt. All the essential requisets and necessities existed for the creation of such a mart, and the results of the previous year had demonstrated its practicability. Early in the season several new firms and partnerships were formed, preparatory to a vigorous summer's campaign with the bovines and porcine grunters. Among the new firms established none was more notable as being composed of substantial, practical, clear-headed business men, than that of Hunter, Pattison & Evans—since changed to Hunter, Evans & Co. Each member of this firm is a successful live stockman of long experience, which coupled with their individual responsibility, renders their house one altogether reliable and safe, and one which adds greatly to Kansas City's young, flourishing live-stock mart. But of all the commission houses established up to July 1873, there was none which was known to, or composed in whole or in part, of local live-stock men, or such as were residents of western Missouri;



ROBERT C. WHITE.

or even known to the stock-feeders of that vicinity. Of course this condition or state of affairs made a good opening for the establishment of such a house, and R. C. White, long a resident of Kansas City, and well known to every stockman in the adjoining country, entered the arena of the Kansas Stock Yards and opened a live-stock commission house, under the firm name of White, Allen & Co. It did not require great forecast to see that his undertaking would be a success, or a long lapse of time to demonstrate it. From the beginning business offered, and as time progressed it greatly increased until at the end of six months the firm stood among the first in the yards. Mr. White hails the State of Kentucky as that of his birth. When but a boy he left his native State and after rambling through Texas he came to Missouri and made his home near Platte City, where his time was divided between his farm and local live-stock trading. Finally deciding that Kansas City offered superior inducements, he moved his residence there and for sixteen consecutive years followed diligently and with varying fortunes, his chosen vocation, that of live-stock trading, which embraced cattle, horses, mules, sheep, hogs—anything, no matter what, so it had four feet, either with or without horns. Seldom shipping anything away to market, but nearly always selling to some professional shipper who preferred greater risk and less work. Nevertheless Mr. White has experienced all the phases of ups and downs, fortune and adversity, so peculiar to stock traders, and that seems to be the inevitable fate of all live-stock shippers. No matter from what source his misfortune came, whether by declining markets or by surety obligations he stood square to the issue, and paid dollar for dollar till the last obligation was cancelled. Such integrity, in time, always establishes unlimited confidence in he who exhibits it, and such is the case with Mr. White. A kind, courteous, true man, whose plain, straightforward manner impresses one with his exalted unassuming manhood.

Such are the leading men who are seeking to make a great live-stock market at Kansas City—men who are laying the foundations of a mart that is destined at no distant day to rank, in numbers of live-stock received, the equal of any other in the United States. But these men are not alone or unaided in their great efforts. They have the moral and business support of every right-minded western live-stock man, as well as the encouragement of Kansas City's leading business men, besides the aid and influence of the enlightened


KEPTNER
E.S. WEBSTER
BIGGS
HARDING
MITCHNER
SCOTT.
TALLEY.
DYKE

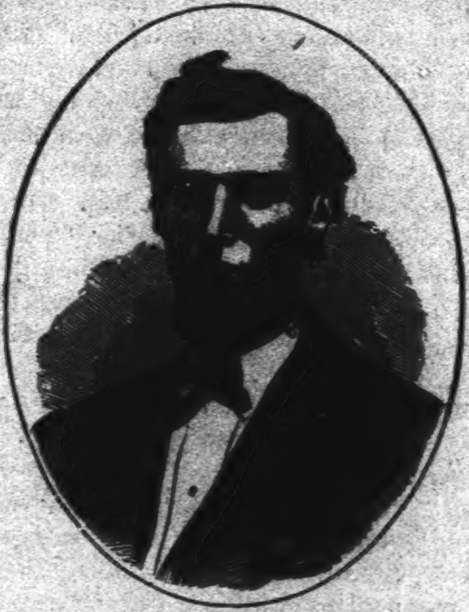
CASHIERS AND ACCOUNTANTS.

management of every line of railroad entering the city of which there is a large number.

To conduct their business each house retains in its employ a corps of assistants who are detailed to the various departments of business. Every well regulated and successful commission house employs one or more good book-keepers and accountants. These are usually young and middle-aged men of good business qualifications and steady habits, each of whom look eagerly forward to the day when they will establish a business of their own. No where in the West can a galaxy of finer, truer young men be found than in the exchange building of the Kansas City live stock mart.

It is often asked why live stock shipping can not be conducted like any other ordinary business without great losses. The reasons are various, some of which may be named. In the first place the manner in which the business is conducted in the West necessitates the shipper to buy stock often months in advance of shipping.

It is the custom when a shipper determines to ship cattle during the year or season, for him to mount his horse, traverse the cattle feeding district and contract for various lots of cattle to be received at stipulated times in the future. The shipper usually manages to have about an equal proportion of the cattle he buys or contracts for, to be received each week, so that he may have a shipment on market being sold, another going forward, and still another being received and collected at the various shipping yards along the line of railway over which he is sending the stock. Now it is plain that unless he pre-arranges his shipments he may occasionally be unable to obtain the stock, for if he has not bought ahead some other shipper has entered the field, and bought or contracted all the cattle. It is equally plain upon reflection that buying to receive ahead is much like gambling with the feeder on the future price or value of his stock. It may be compared, and not inaptly to an insurance or guaranty business in which the shipper guarantees or insures the feeder a certain price for his cattle, agreeing to take the excess realized over the price paid or stipulated for his premium on the risk taken and for his services in marketing the stock. Of course the feeder is not obliged to sell or contract his cattle in advance of delivery, and will not unless it is at a price that pays him a handsome profit, which often puts the cattle at such figures that the shipper can not realize first cost. Again, a man who ships live stock, by his continual risk soon becomes reckless and imprudent, loses his caution and "goes it blind."



L. M. HUNTER.

Again, the time between purchasing a drove of cattle in the West and the day they can be put upon the eastern market is nearly or quite two weeks in which the market often declines heavily. It requires the most extreme speculative turn of mind to constitute a live stock shipper; none other would take the risks; none other would hazard so much for the chance of gaining so little. Persistent shipping engenders loss of business prudence and creates a feverish speculative turn of mind in which there is little cool, solid judgment, but an ever increasing desire for greater operations and greater hazards. Heavy losses incurred alike with large gains stimulate the shipper to renewed efforts. In the first instance to cover, in the last to increase the amount already gained.

For one of his age it would be difficult to find a better specimen or illustration of cattle shippers than L. M. Hunter, who, although scarce more than one and a half score of years old, has shipped many thousands of cattle. Indeed he is never so happy as when he is shipping from one to three thousand head of cattle weekly. Born and reared in Illinois, his father a life-long shipper, he began shipping when but a boy, and the passion has grown with and upon him until it is more than a part of his nature. After operating upon his own account for several years, in which he experienced all the phases, successes and reverses peculiar if not inevitable, to a life-long shipper, he associated himself with his father in the firm of J. B. Hunter & Co., and took charge of and conducted the business of the firm in the west with office at Kansas City.

There are but few Western drovers who do not know him familiarly. No one ever entered the Western trade that bought so many cattle as he, and few young men had so many friends among live stock men. He is the very embodiment of energy, seemingly never caring to rest, sleep, or scarcely to eat. Sinewy, wiry, restless, always looking for an opportunity to trade, never idle for a moment and always in a hurry; withal a man of fair judgment about live stock, and a man of many good qualities of head and heart.

CHAPTER XV.

THE PACKING INTEREST AT KANSAS CITY—ESTABLISHMENT OF FLANKINTON & ARMOUR—PIG KILLING—CATTLE KILLING—DRESSING AND SAWING BEEF—T. J. BIGGER—E. W. PATTISON.

Before Kansas City assumed to be a live-stock mart, even before any fitting accommodation to feed or rest any large number of cattle in transit was provided, it attracted the attention of packers, as being an eligible point for packing establishments. As early as 1868, the house known as the Stone house, now owned and operated by Messrs. Noffsinger & Co., was erected, and as soon as completed was occupied, first killing cattle, then hogs, and preparing the product thereof for commerce and consumption. In a few years other and larger houses were built, until four are now standing upon the banks of the Missouri river, just where it makes the "great bend," turning abruptly from its southerly course, rolls onward in an almost direct eastward course across the State of Missouri, pouring its turbid waters into the Mississippi river. Two of the houses are in the State of Kansas, the other two are in the State of Missouri. It is enough to say that the location for packing houses could not be improved upon or surpassed in the west. This may be truthfully said as to the exact grounds upon which they are built, as well as the point in the west at which they are located. For Kansas City with her network of railroads, already built, and in process of building, being located in the center of a district of country fully three hundred miles in diameter, which—as an inevitable result of its unparalleled fertility, and its immense yield of corn annually—must ever be a prolific hog country as well as a great cattle-feeding district, and must not only be, from the very nature of the situation, a good and great live-stock mart; but also a choice point for packing establishments. Just beyond the corn producing area to the westward and southwest, is the illimitable grass belt, which will ever furnish ample supplies of suitable cattle for packing purposes, at prices and in conditions not attainable at other points. Again its proximity to the plains and mountains will, in consequence of the pure air, enable it to put up meats successfully at times, and temperatures which would forbid operation at any other packing point east of it. These reasons in connection with the fact that large establishments for packing cattle exclusively cannot be profitably maintained, ensures the future permanency of the beef-packing to it. Shrewd, practical operators, seeing these truthful reasons and advantages, have occupied the grounds in part. Now as large and prosperous packing houses arranged for handling both cattle and hogs, are already in operation there, as can be found on this or any other continent, and that, too, without likelihood of ever being removed or excelled by any other point. Among the largest and most completely equipped and operated establishments, is that of Messrs. Plankinton & Armour's—an establishment which covers an area of land equal to three acres, with capacity to handle one thousand cattle and three thousand hogs per day. Built of brick, its massive walls rise up in imposing strength and extent, like the battlements of some ancient fortified city. There are few, if any, superior establishments of the kind in the United States. It is but one of three packing houses owned by the same firm—one being located in Chicago, the other in Milwaukee, Wisconsin. Their brands and trade-marks are favorably and widely known throughout the United States, and not unknown in the Old World. The other Kansas City packing establishments have an aggregate capacity equal to that of Plankinton & Armour's, so that in a single day it is posible at Kansas City to slaughter and dress two thousand

GREAT BEND OF THE MISSOURI RIVER—SHOWING PACKING-HOUSES.

cattle and six thousand hogs, and in the same time to cut and salt the carcases of as many more.

The country surrounding and tributary to the point when developed can furnish annually one half million cattle and two million hogs. It is evident to the thoughtful observer, that the Missouri Valley must develope some metropolitan live stock mart, some point at which her live stock production can be converted or manufactured into merchantable commodities. Such a point Kansas City seeks to be, and if the brief past shall be a criterion whereby to judge the future, success may as well be conceded. But for the purpose, if possible, of conveying to the reader a correct idea of how meats are prepared for market and export, a few pages are devoted to the packing business, or the mode and manner of transforming live stock into merchantable product. The illustrations so far as practicable were made from sketches and photographs on the ground, and are from scenes at the establishment of Plankinton & Armour, their facilities being the most complete and extensive, embracing the very latest improvements and conveniences.

The hog crop for packing purposes is the most important, from the significant fact that the consumption of salt beef is annually decreasing, and the use of fresh beef is increasing, while the use of salt and cured pork is annually increasing very perceptibly, and the consumption of fresh pork is diminishing in a marked manner. But the manner of slaughtering and curing pork has of late been extensively illustrated, so that it has been thought best to give greater attention to cattle than hog packing, although in point of numbers and value it is inferior. Yet it is by no means an insignificant branch of commercial industry. During the fall seasons of 1871 and '72 over 68,000 cattle were packed at Kansas City, and at the same point during the single season of 1873, fully 26,500 were slaughtered, and the product fitted for commerce. During the packing season of 1872 and '73 180,000 hogs were packed, and the number slaughtered during the season of 1873 and '74 falls not much short of 200,000. The panic of '73 embarrassed the packing business greatly.

The manner in which the porcines are hurried from the feed pen to the pork barrel is summary and expeditious. When they are made fat by the farmer, chiefly on corn—every well-to-do husbandman raising and fatting a herd of greater or smaller number, owing to his thrift, enterprise and facilities—they are gathered together at the most convenient railroad stations, and loaded upon the cars and hurried to market, where their stay is usually brief before they are sold and hustled to the establishment of some packer, in whose yards they do not remain long before they are driven up an inclined plane or gangway, securely boarded up on either side, reaching to the uppermost story of the building, where they are secured in a large pen, from which they are passed in little squads into smaller pens within the slaughter room. Overhead an endless single bar or rail track is firmly arranged, upon which are movable single wheel pullys to which are attached self-tightening grappling hooks or chains.

Before piggy is aware of it, one of those clamps is arouud one of his hind legs, and he is hoisted by steam power off the floor. Thus suspended he is rolled over a platform arranged to receive and carry off his gore, upon which platform stands a muscular, active and skilled fellow, who grasps the suspended, frightened, struggling pig by the fore leg with his left hand, whilst with his right he thrusts a keen blade to the pig's heart, letting out life-blood copiously, at the same instant giving him a heave toward the scalding tub. An inclining chute terminating in the scalding tub receives his dead, or dying body, the instant his foot is disengaged from the grapling irons by an ingenious contrivance. Down the chute he glides, and in an instant is submerged in the hot scalding water which is maintained at just the required terperature by means of steam pipes. Over and over he is rolled until near the other end of the scalding vat, where in a twinkle he is thrown up by mechanical appliances on to the scraping table

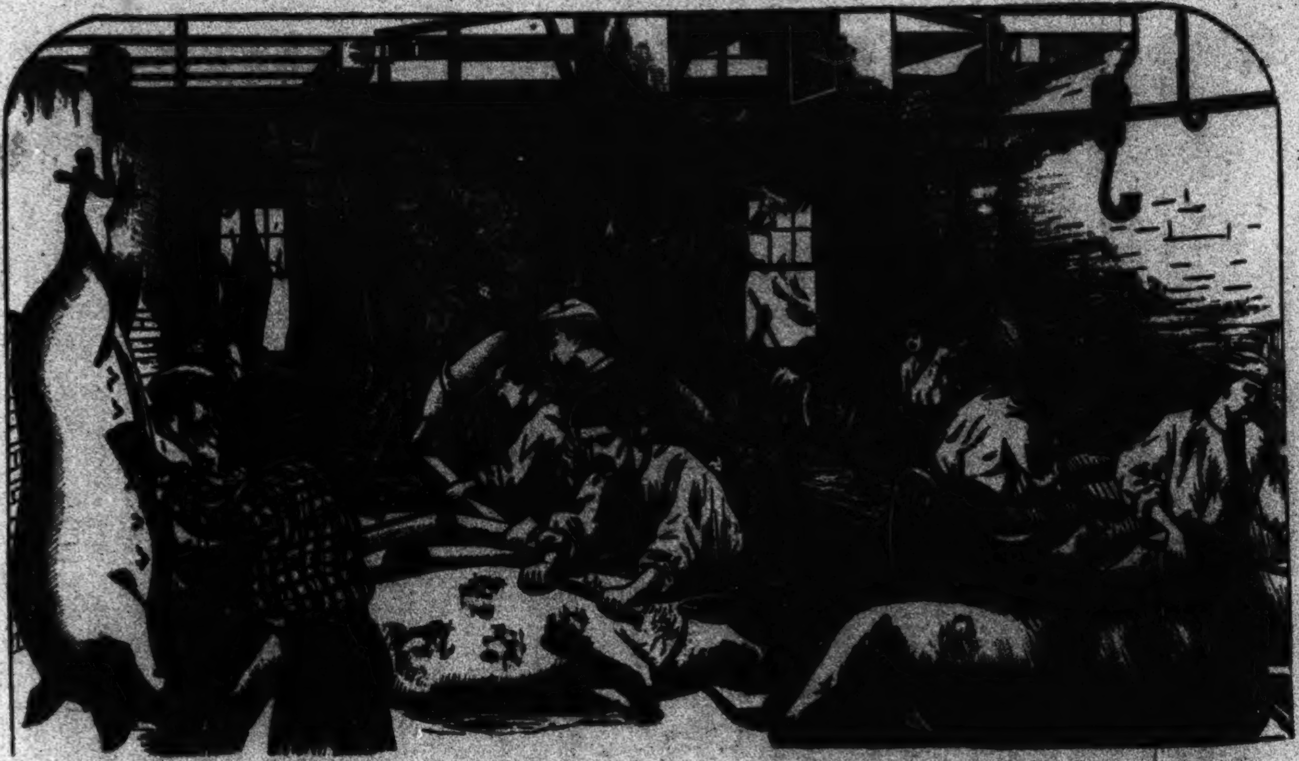
PLANKINTON & ARMOURS PACKING ESTABLISHMENT, KANSAS CITY, MO.

or platform toward the other end of which he never ceases to be rolled, all the while being scraped by the score of laborers who speedily denude him of his coating of hair.

When the lower end of the cleaning, or scraping table is reached, he is under another single track railway upon which run single pulleys with a flat hook attached suitable to receive a gammon stick, each end of which is inserted beneath the strong leader of his hind legs. So soon as the gammon is placed, piggy slides lightly off the platform and hangs by his hind legs. A push, and a whirl, and he is in the presence of the butcher, who with an expedition incredible, disembowels the subject almost in a moment; an insertion of the knife, twist of the wrist, a rip down piggy's belly, and his entrails are out, flying through the air *en route* to the tables where they receive proper attention, whilst steaming disemboweled piggy's carcass goes spinning off on its easy moving pully to the cooling room; it is there placed upon guys and permitted to hang over night to cool.

On the following day the carcass is taken down and thrown upon the cleaving block, and is speedily cut into such shaped pieces as are desired. Meats for certain markets and for certain purposes are cut different to those intended for other purposes or different markets. After cutting, sorting and trimming, the meat passes down inclining chutes to its proper salting-room below, where it is salted in bulk or barreled as desired. The reader should bear in mind in following a single subject in its quiet transit from the living pig to salt pork, that the way is thronged by a host of others following in close succession. The establishment from which the illustrations are taken, when run to its full capacity employs near five hundred men, active, muscular fellows, who under the direction of a foreman move things at a very lively rate.

A story illustrative of the expedition with which business is dispatched at a packing house is told of an old Territorial farmer, of Illinois, who declined current prices for his



SLAUGHTERING HOGS—PLANKINTON & ARMOURS, KANSAS CITY, MO.

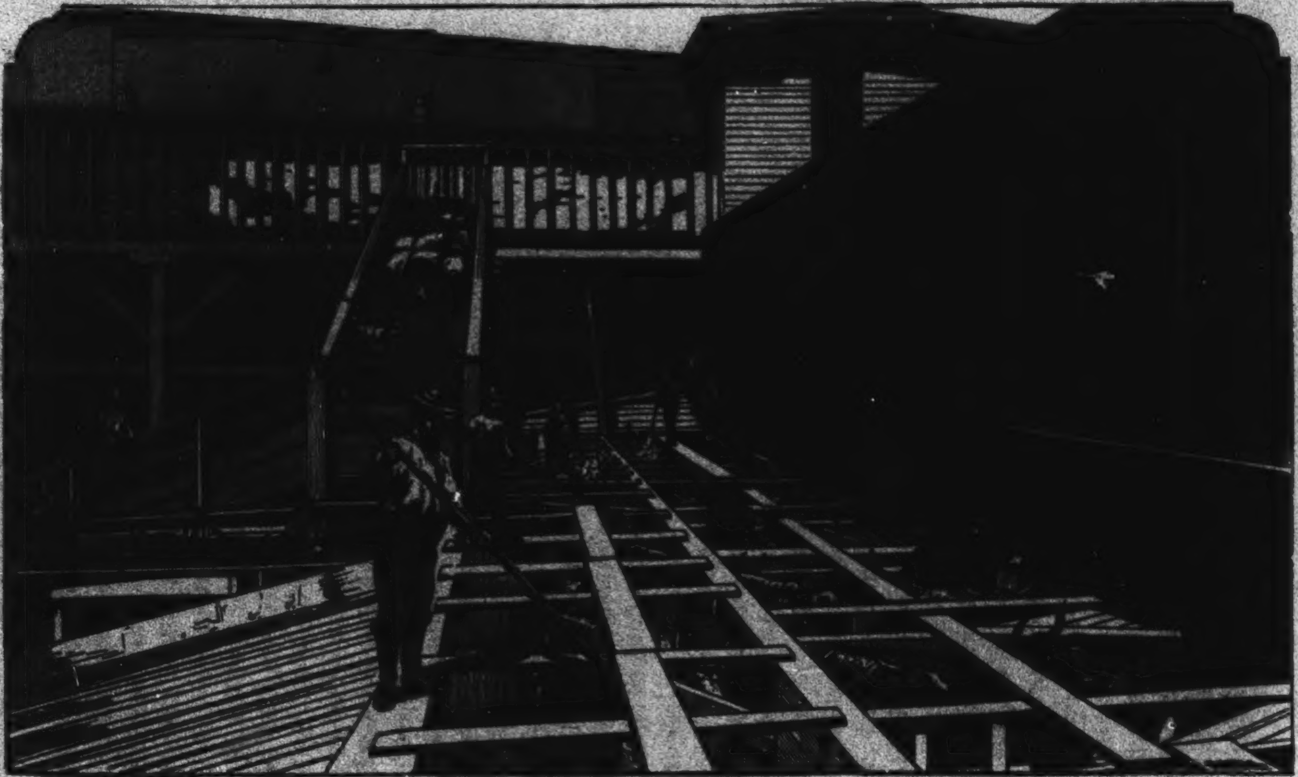
little squad of long-nosed hazel-splitters, but concluded an arrangement with a packing firm, (which was doing a large business, to have his hogs slaughtered and packed on commission. Accordingly he placed them in the yards belonging to the establishment, and essayed to watch what become of them, and so prevent any stealing—or substituting mean hogs for his good ones—which he was very suspicious would be done. But the process through which his hogs were taken was so unexpectedly rapid, that he was thrown into unutterable confusion and bewilderment. When he saw great burly, stalwart, powerful men, with iron hooks, hurling his indistinguishable porkers, with others, over a partition into, he could not tell or find out where, he became wild with excitement and fear, but finally gave up in despair, and rushed to the office of the establishment. Sinking heavily down into a chair he exclaimed in a voice expressive of ruin and despair: "Mr. Clerk, I cast myself upon your honor. Yes, sir, right upon yer honesty. If you ever do find them thar hogs of mine, and can get anything outen em, jist let me know; jist now I want to go home—I feel so bad! Oh! so bad! I want to see my wife, then go to bed, I do. Yes, Mr. Clerk, upon your honesty—I trust upon your honor—oh, dear me!" The old farmer rushed from the office to his "old mar" and was off for home, fully determined next time to sell out his "crap" of hogs, and leave the business of packing to those who could understand it.

But the manner of slaughtering and dressing cattle, they being much larger animals, differs greatly from that of hogs. Cattle packing is chiefly done in the late fall and early winter months, when a supply of grass-fatted stock can be had, and the weather is sufficiently cold to thoroughly cool the meat. It is only grass-fatted cattle that can be had at prices sufficiently low to justify packing. For this reason, corn-fatted cattle are seldom, if ever, packed. Hence a point near the plains where cattle are cheaply bred and fatted, at which a supply of hogs can also be had, is the one most likely to do the principle portion of cattle packing. Such a point Kansas City rightly claims to be.

When a herd of cattle is placed in the yards adjoining a packing establishment for the purpose of being packed, they are separated into squads of two or three and driven through a long narrow lane, and forced into a small box pen, the gate being securely fastened behind them. A dozen or more of those box pens are located side by side, all connected with the main lane, or drive way, so that the men in the yards always have empty pens to fill. So soon as a pen is filled, a man standing upon a narrow gangway, just above the cattle's heads, with a rifle loaded with fixed ammunition, shoots the bullocks in the head. The ball ranges down into or through the brain, producing instant death. Of course the bullock instantly drops, only to receive the falling body of his comrade.

Formerly a long pike was used, with which the brute was speared just behind the horns, or forehead, upon the top of the neck, where the vertebræ joins the head. But this method of killing was abandoned, as being less humane than the rifle. Often when good aim was not taken, or the animal, at the critical moment moved its head, it would be mangled horribly, but not killed without repeated blows.

So soon as all are shot down in any one pen, a rising door, which divides the pen from the inner portion of the establishment, is hoisted, and a man enters from within the house dragging a long chain with a noose formed at the end thereof. This chain extends back and around certain pulleys and up to a revolving drum, or windlass, which is driven by steam and governed by means of a lever in the hands of a person whose sole duty is to manage the machine, stopping and starting it instantly at the call of the man who handles the chain. This he drops over the bullock's head, around his neck, or horns, as may be convenient, then calls for power, which the man at the lever at once applies, and the bullock is drawn out on a narrow floor, inclining toward a gutter, or

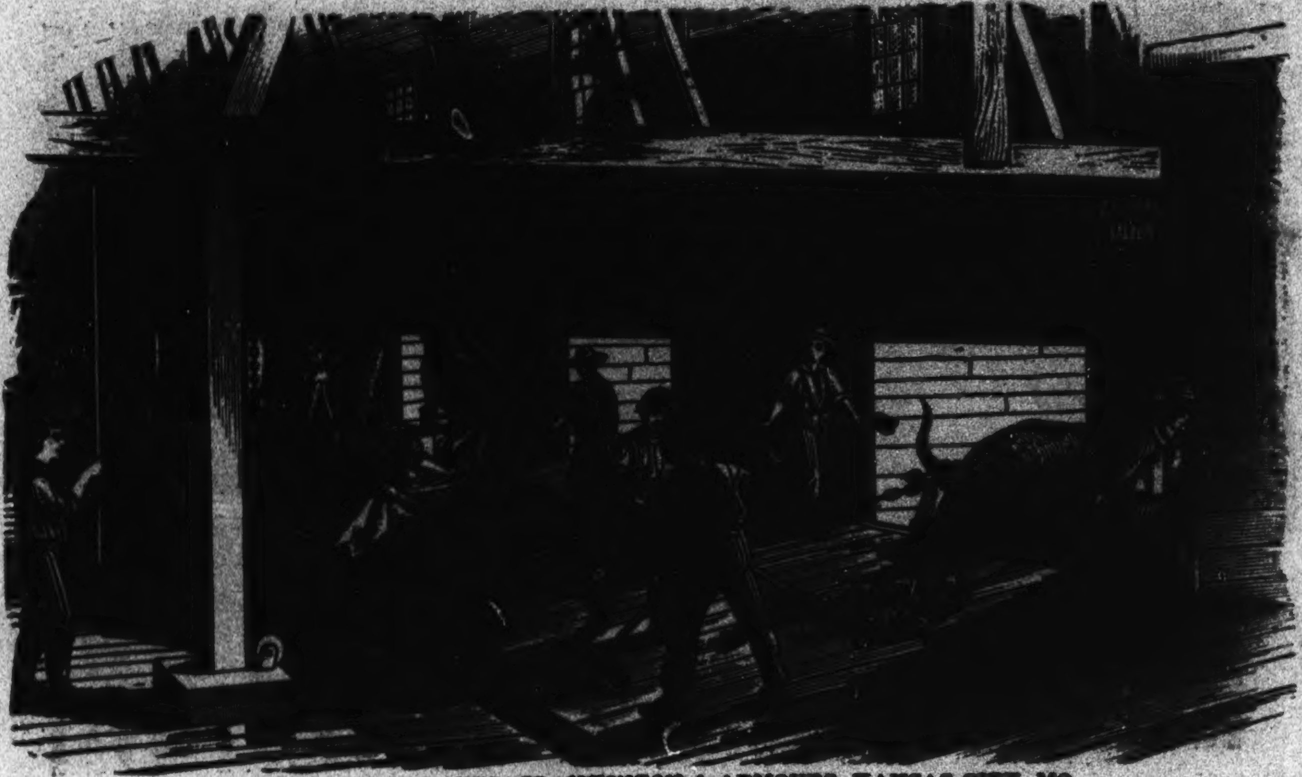


KILLING CATTLE—PLANKINTON & ARMOURS, KANSAS CITY, MO.

drain, near to which the head of the bullock is stopped. The chain loosened the drawing out operation is repeated upon the comrade, which is left lying beside him. Then the chain man shifts his chain into the next pully and enters the next pen. So soon as the bullock is stopped upon the narrow inclining floor, a butcher opens the skin on the under side of the neck and cuts both jugular veins, thus letting the hot blood run freely upon the floor, thence into the drain, which conducts it from the building and empties it into the river. Even before the blood is done flowing, and before the bullock is quiet in death, the butchers begin dressing it, one taking off its head, first denuding it of the skin, another peels the hide down the legs to the knees, then adroitly separates the joint, throwing the feet and shins upon the floor, from whence an urchin removes them to the proper room. The bullock is then turned upon its back, being propped by a short pointed brace, and another pair of butchers take it in charge, and whilst the first two are beheading and unlimbing the next bullock, they quickly strip the hide from belly, quarters, and sides of the animal. Then comes one or more men and insert a strong gammon, of four or more feet in length, in the hocks beneath the hamstrings of the hinder legs. In the middle of the gammon stick a flat iron hook is adjusted, which is attached to a strong rope running over a pully aloft, and is wound up on a windlass so rigged and geared, that a muscular man can raise slowly upward the carcass of the bullock, which is fast relieved of its hide and entrails, whilst so moving. So soon as the hide is off and the inwards taken out, the carcass is split in twain, dividing the back bone with a broad-bladed ax, save a small portion of muscle at the back of the neck. The hide is dragged off to a small hole in the floor, through which it is tumbled to the salting cellar below. The paunch and entrails are dragged with hooks of steel to their proper rooms, whilst the lungs are thrown into the drain with the blood and other filthy waste, and passes out of the building. In the mean time the carcass is windlassed to a hight which brings it clear off the floor and the gammon level with a series of skids, a distance apart equal to the length of the gammon; the ends of which groove into smooth slots. The hook and rope being relaxed, the carcass rests upon the skids, which run parallel the entire length of the cooling room, at right angles to the dressing floor. Upon the skids the carcasses are permitted to hang in close proximity until they are thoroughly cooled and the fatty parts become hard and firm, which occur as soon as all animal heat is out.

When the reader bears in mind that of the four score or more of men engaged, each one has a certain part only, which he performs, and then passes to the next bullock—one assisting, some throwing feet, others dragging off heads, others scraping and cleaning the floor, whilst others are doing various duties,—and that the space over which the work is done is more than one hundred feet in length, and that a score or more of bullocks are being operated upon at the same time, he may rightly conclude that the scene of cattle dressing is one of entirely to great activity, life, and space, for one illustration to do ample justice.

When the carcasses are properly cooled, the work of cutting up may begin. This requires a large number of men to do the work expeditiously. However, of late years, the saw, propelled by steam, is largely substituted for the cleaver and knife. A full complement of saws to do all the different styles of cuts, comprises five, each of which is operated in a separate frame, and driven by a belt which receives its motion, or power, from a shaft and pulley overhead, which is driven by steam power. These saw frames stand in position describing a flat-iron, the first one being next to the hanging carcasses, at the opposite end of the large cooling-room from which the cattle are dressed; the other saw frames stand two and two, just opposite to each other, and behind the first frame; still farther back the remaining pair of saw frames are stationed; trimming tables are near, and also suspended



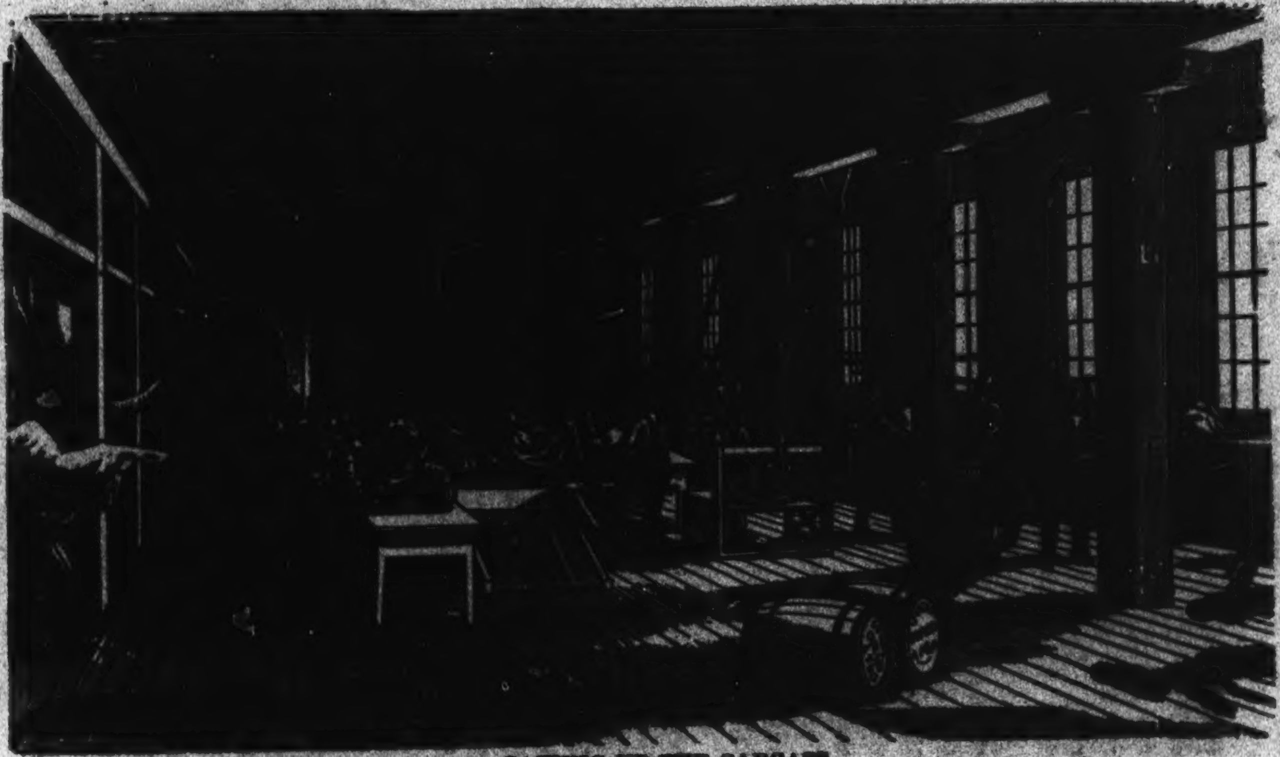
DRESSING BEEVES—PLANKINTON & ARMOURS, KANSAS CITY, MO.

platform scales for weighing of each barrel or tierce of beef, care being taken to have as near the same pieces and the exact weight in each package as possible. Near by the barrels are brought, and a given amount of salt provided to each. Meats for certain brands and markets are cut in uniform shape and size, and from certain portions of the carcass.

Quite a large number of men are required to operate all the saws, to bring the carcasses, handle the meat on the frames, trim on the tables, weigh up and pack in barrels, bring up salt, empty barrels and take away full ones. The quarters of beef are brought one at a time, and thrown upon the first saw frame where two men adjust the quarter and pass it up to the saw, which divides flesh and bone in a jiffy, and the pieces pass on to the next saw, and over trimming tables, and then to the scales, thence to the barrel.

When the reader remembers that the capacity of the house from which the illustrations are taken is one thousand bullocks per day, making four thousand quarters to be handled and cut within ten hours, he will not hesitate to believe that the corps of laborers is large, and that each man moves quick and steady; no dilly-dallying, no playing, no foolishness, but work quick, fast, and constant is the order of the establishment. The fat or tallow is trimmed off and rendered in large tanks, which are heated by steam; the hides are usually salted, packed in large heaps or piles, then, after draining for a few days and taking salt, they are rolled up in a snug bundle, tied with a strong cord and are ready to go forward in bulk to the tannery. The entrails are emptied of their contents, washed, heaved into a tank, and steamed out into grease used for mechanical purposes. The hoofs and horns go to the glue and comb-makers. The stomachs, or manifold, is carefully saved, cleansed, and prepared for tripe. Thus nothing is lost, almost everything is utilized pertaining to the bullock.

A great part of the beef packed is consumed in the lumber regions, and aboard sailing vessels, whalers, and naval



SAWING UP THE CARCASES.

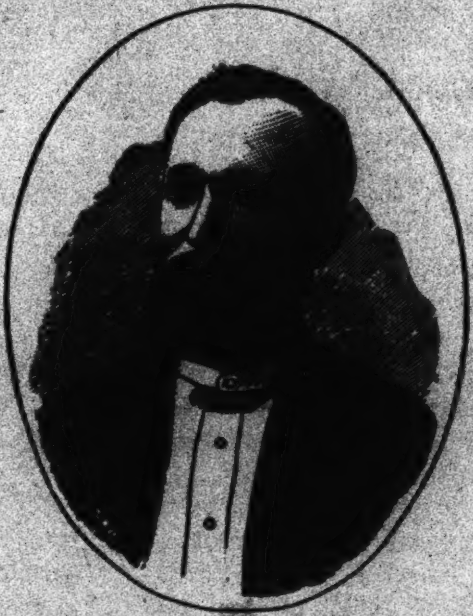
vessels; a part is consumed in Europe, for which the best grade, called India mess, is required. The fleshy part of the ham is put up in various shapes, but is mostly salted, then dried; by far the largest portion of the dried beef seen in provision and grocery establishments is prepared in this manner.

It requires a large capital to build and operate a packing establishment of great capacity. Inasmuch as the hog and beef product is, like cotton, a staple article of commerce and consumption, therefore always in demand, it is not difficult in ordinary times to hire abundant capital with which to prepare the crop of the west, which in these later years has become immense, especially of hogs; yet the full capacity of the country for their production is not now, nor never has been, taxed or developed to one-half its abilities.

Of the enterprising firm from whose house the illustrations herein presented were taken, little need be said; their meats are well known in most of the world's markets, and their manner of dealing with their fellowmen is such as to inspire confidence in their patrons, and a respect bordering on veneration in their employees, to whom they pay promptly liberal wages, and among whom the firm, in the year 1872, is reported to have distributed as a gratuitous present, the sum of twenty thousand dollars.

One thing worthy of note, which strikes the observing stranger on entering their establishment—either when it is in operation or standing idle—is the perfect neatness, cleanliness, and good order in which everything is kept and done, and the entire absence of the stench and filth so common to similar establishments; this is not by accident, but by vigorous persistent attention to cleanliness, to preserve which many men are constantly employed scraping, scrubbing, and washing all parts of the house in use. This fact alone should make a preference for their product over houses run in the usually unsavory, not to say stinking and filthy style. No blood or filth is allowed to so much as dry up within the house, much less to decompose and fill the air with its repugnant effluvia. Their success has been great and as deserved as great.

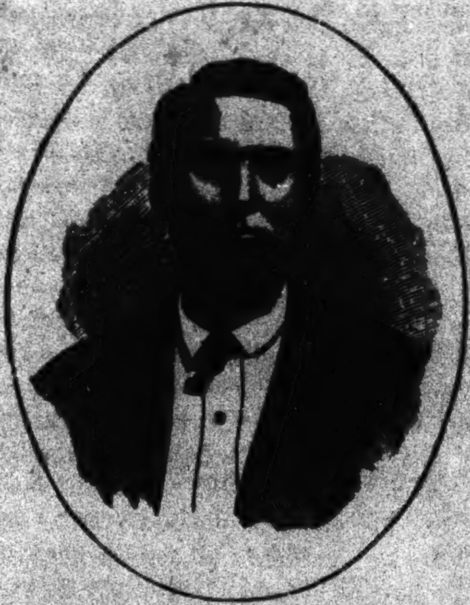
The first person who engaged in packing pork at Kansas City, was Thomas J. Bigger in the fall of 1868. This gentleman is a native of Belfast, Ireland, and came to New York City for the purpose of preparing meats especially adapted to the Irish market. After engaging in business for five years in the American Commercial Metropolis, he determined to change his base to the source of supply—the great West. Accordingly after carefully looking over the country for a suitable, favorable location, he finally selected, and located at Kansas City. After five years residence (and as many years business), he has no occasion to regret his selection of location. Although his establishment is not so imposing as others, yet it is ample for his present business, which ranks



THOMAS J. BIGGER.

second to but one in the city. It is a fact of which Kansas Cityans may well boast, that one of the packing establishments of which she is so justly proud, is engaged almost exclusively in preparing meats, especially for a particular foreign market, to which they are shipped direct. As every market requires its peculiar cuts, so does the Irish market, and for this Mr. Bigger prepares his product. During the great panic, when other packers' financial arrangements were deranged, his being with European houses, was undisturbed. This gave him substantial advantages of which he was not slow to avail himself, and the close of that season showed a goodly number of hogs to have met death and dissection in his establishment. Mr. Bigger is an affable, unassuming business man, one who has many friends and whose successful career is regarded with interest and pride by every true Kansas Cityan. However, there were others who engaged in pork packing the same season at Kansas City, prominent among whom was Edward W. Pattison, who is a Kentuckian by birth, but in early childhood his father removed to Indiana, then a new heavily timbered country, and engaged in the laborious and tedious task of clearing up a farm. He was so successful that he was enabled to give his son Edward the benefit of a good common school education.

When Mr. Pattison had attained the age of seventeen he engaged in driving live stock to Cincinnati,—the principal market for that portion of the country,—which business was continued for ten years. Having acquired a snug capital for those days, and becoming familiar with the mode of packing cattle and hogs, he determined to build a packing establishment in Indiana and try the business upon his own account. After operating for two years the canal, (his only means of sending the product to market,) was destroyed, and he moved to Cincinnati and there opened a commission house for the sale of provisions, especially the product of live stock; but not liking this business he went to Indianapolis and for ten years engaged in live stock shipping, and, during the winter



EDWARD W. PATTISON.

seasons packing pork; occasionally stall-feeding cattle in eastern Illinois. Returning to his former business he erected at Indianapolis a packing establishment, of capacity to handle three hundred cattle or one thousand hogs daily, which was for that day and generation a large establishment. After conducting the packing business for five years, he went to Western Kansas in the fall of 1867, and formed a company at Junction City, put up a packing house and slaughtered five thousand head of Texan cattle. The following year he decided to locate in Kansas City, and joining one or two associates in business they erected the first packing house of note ever built at that point; one of capacity sufficient to handle daily four hundred cattle or fifteen hundred hogs; after three years devoted to operating this establishment, he sold out and purchased land and established four stock ranches in Ellsworth County, Kansas, upon which he placed in the fall of 1871 five thousand head of Texan cattle. The reader will remember that was a cold, stormy winter, one of wide-spread disaster to cattle men, and Mr. Pattison lost many cattle although his losses were not so severe as were those of many other parties engaged in wintering on the buffalo grass; nevertheless they were such as determined him to change his business, accordingly the following summer he bought and shipped eight thousand head of cattle to market.

The succeeding spring he formed connection with and took charge of the St. Louis branch of a prominent live-stock commission house. At the end of one year he opened a house upon his own account at the National Stock Yards, East St. Louis. If the reader has read this sketch closely, he will not doubt that Mr. Pattison ought to be posted in all the phases of the live-stock business, which is a truth. He is a high-minded, honorable business man—one whose experience qualifies him to fill the station he now occupies to the satisfaction of all reasonable patrons. He is a man of the kindest impulses, and one who has experienced every phase of fortune, one whose eventful ever changing life has led him to entertain the most kindly, charitable feelings for his fellow man. Indeed he means and deserves well, and is a man of integrity and perfect rectitude of purpose.

CHAPTER XVI.

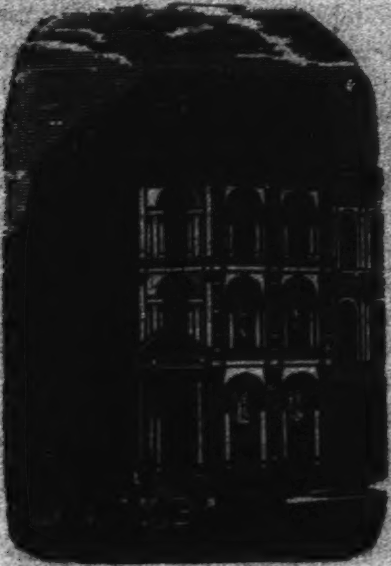
FINANCES AND THE CATTLE TRADE—THE BANKING HOUSES THAT DO THE CATTLE BUSINESS OF THE WEST—THE FIRST NATIONAL OF KANSAS CITY—THE MASTIN BANK—THE GREAT PANIC OF 1873—SUSPENSION AND RESUMPTION—HOWARD M. HOLDEN—THE FIRST NATIONAL AND SAVINGS BANKS, WICHITA—NOAH EBY & CO., OF COFFEYVILLE—D. W. POWERS & CO., ELLSWORTH.

It has been truly said that money is the sinews of war. It is equally as true that it is the sinews of the live-stock trade. The motive power which drives as well as oils the mighty, yet intricate, system upon which the live-stock commerce, both in the living and the product condition is done. Immense sums of money are paid annually for live-stock for consumption and other purposes. But few of the civilized world's inhabitants do not daily consume more or less meat, either fresh or cured, and of the few who do not so daily use it, poverty, more than a dislike, or lack of desire for it, prevents them from using it also. Often in single live-stock transactions as much as fifty to one hundred thousand dollars changes hands, and transactions reaching from one to twenty thousand dollars are of almost hourly occurrence in every live-stock mart of note within the country. It is common in transacting live-stock business, to borrow large sums of money, usually upon short time, say thirty to ninety days. Not one operator, whether he be drover, feeder, or shipper, in a thousand, ever has money sufficient of his own to conduct all his business operations without borrowing capital. If he had so much of his own, he would not need to operate at all, for he could and would live at his ease. The reader may rest assured that it is the hope of gain, and not the love of the business, or the labor connected with it, that impels the operator to take the risks, endure the hardsips and perform the labors which he does. Drovers, shippers, and feeders of cattle are almost unavoidably heavy borrowers of money. The banking institutions are the most common source from which they obtain loans.

In every live-stock mart or section of stock country, be it great or small, there is, and of a necessity there must be, one or more financial institutions which are able to supply the requisite accommodations and make a speciality of accommodating the stock trade.

As every other great center, or geographical division of the live stock trade, has its leading financial institutions, so has the live stock trade of the west and southwest. It is useless to tell a western reader that that institution was for many years the First National Bank of Kansas City alone, for every stock-man knows it; the officers of this Bank at an early day saw, as with a prophetic eye, the future greatness, importance, and the lucrative nature of the live stock trade and its value as a commerce to such banking houses as secured it; seeing this so plainly they put forth early and effective efforts to secure it to their Institution and to Kansas City. At first they had little or no competition, for few other banking houses cared to take such as they deemed extreme extra-hazardous discount risks, as they regarded loans to the uncouth sunburned drovers who claimed to have herds grazing on the prairie, somewhere out on the uncertain frontier of civilization. At first but few drovers wanted money, save for expenses or to pay off extra help on arrival at Abilene, for they had purchased their cattle on time, payable when the cattle were marketed and returns were realized; this limited amount needed could in most cases be obtained in Abilene or Junction City. But as the volume of trade grew, the necessity for money grew also. Because the time for payment for their herds in whole, or in part, became shortened, it often being at the time of arrival at Abilene, whether sale of the stock was made or not. This of course increased the demand for loans, which soon outgrew the supply at Abilene and other western points, and in such cases it was the custom of the Illinoisians to direct the drovers to the First National Bank of Kansas City, for funds or for eastern exchange to take back to Texas. Indeed, it was common to advise, and often urge, returning drovers to take New York exchange instead of currency, back to Texas, thus avoid the danger of robbery or permanent loss whilst *en route* home. Often those who declined to act upon the advice, rued it when too late, in several instances they were robbed and sometimes murdered for their money, whilst going through the Indian Territory to Texas. The drovers were not slow in learning what financial institutions were disposed to afford them needed accommodations. It is true that in a certain sense, banking with cattle men is extra-hazardous, from the fact that their herds are distant, often in different States and counties from the one in which the bank is located, and being a class of assets that has the power of self-transportation, could be hurried off in a short time to regions in which force and the pistol is the only recognized law; this being the fact, the bank that affords them discounts must do it as much upon the drovers honesty and honor, as upon his financial responsibility; and this of course requires in the banker a keen, shrewd judgment of human nature, one who has faith in humanity, one who does not imagine every applicant for accommodation to be a thief or swindler, one who is willing to let go his ducats without exacting a pound of flesh as surety from next the heart of the borrower, a banker who understands the financial necessities of live stock men and the nature of their business, one who regards the major part of business men as being honest, and not as ever seeking to swindle somebody. Such are some of the requisite traits for banking in the western cattle trade; such a one has ever been at the head of the affairs of the First National Bank of Kansas City.

It is related that at an early day in the opening and development of the cattle trade, when the personal of the droving fraternity was but little known in Kansas City, a certain now well known Major who had just arrived at Abilene with a large herd of cattle, and needing a loan, after having made unsuccessful applications at other banking houses of Kansas City, went into the First National, and, unheralded and without formal introduction, went abruptly into the President's room and bluntly announced in a full audible voice: "My name is Major ——, I have a herd of two thousand head of cattle at Abilene, Kansas, I want ten thousand dollars for ninety days; can I get it here?" He was asked by the President if he knew any one in the city, or if there was any one who knew him or that would probably endorse his note; to which the blunt drover frankly replied "No." After talking a few moments, in which the banker put various questions to thedrover, and scanned his countenance closely as if he were looking into his inmost soul and noting whether its impulses were honest or otherwise, the drover was dismissed with direction to call again the next morning. Promptly at the hour designated the drover went to the banking office; he had nothing but his stock, nevertheless he was told to sign a plain note of hand, upon which he received ten thousand current dollars, less the interest. It is needless to add that the note was



FIRST NATIONAL.

paid promptly at maturity, just as western drovers are in the habit of doing.

A hundred similar instances might be related where money has been freely loaned to the drover without other than personal security. Yet as a rule to which the exceptions are rare indeed, the notes have been paid on or before maturity. The First National of Kansas City was established and opened for business in 1865, with a capital of $100,000, and has gradually increased in capital and strength, until it now ranks second to none west of St. Louis. In 1868 it began to cultivate the acquaintance of, and extend accommodation to western and southern cattle men. Those at the head of that institution early saw the importance, magnitude and profit of the cattle commerce, then just beginning to develope, and with rare business tact, reached forth a helping hand to aid, secure, and build up the great commerce, and richly have they been rewarded for their foresight and efforts. By the year 1870, their business with the drovers had so materially increased, that they opened an office at Abilene under the able management of W. H. Winants, a capable and popular young business man, who has long been honorably connected with the institution, and by this means secured the lion's share of business. Indeed but a small fraction of the banking business of the western cattle trade was done in other financial institutions. So much has this been the case that it is justly regarded as a part and parcel historically of the western live-stock trade, hence the space devoted to it. It never seemed too limited in its ability to accommodate drovers and dealers, and never unwilling to aid liberally any upright man who was making honest efforts to conduct his business. It has been influential in a marked degree, in securing and aiding the various packing establishments found at Kansas City. Among stock men it has many patrons—from the Rocky Mountains on the west to the gulf on the south, who regard it as their best friend and most ready helper.

As may rightly be supposed, when the great panic of

1873 burst upon the country, this institution, like every other one that was doing an extended business, felt its fury severely. For sixty days during that unprecedented stringency, it kept open and paid more than one million of its obligations. At the beginning of the panic, of its assets, were live-stock men's notes to the amount of over one half million dollars. In nearly every instance they were met and paid at maturity, although to do so caused the sacrifice of thousands of cattle upon ruinously low markets. Indeed it may be said that that institution has found, upon the severest of tests, that banking with live-stock men, has been eminently satisfactory and safe instead of extra-hazardous, as it appeared to be in the beginning.

During the prevalence of the panic, which depressed the live-stock interests of the west more disastrously than any other branch of commerce, the various marts were the centers at which the greatest distress imaginable was daily manifested. Indeed it may truthfully be said, that for many weeks, to be upon a live-stock market was, to one in sympathy with the operators, like witnessing a daily calamity. So depressed was the business, and so severe were the losses sustained, that whole days would be passed without one being able to hear a lively or jovial remark or a smile upon the universally sad and gloomy countenances of the dealers. This was emphatically the case upon the Kansas City market during those memorable weeks of financial darkness and ruin. But when it was known that the First National Bank was ordered into liquidation by its stock-holders and officers, who had in the previous sixty days struggled so persistently that in sheer exhaustion they adopted the course as a means of shelter and relief from distress and over-taxation—when the fact became known among stock men at the yards, a gloom little less in its density than Egyptian darkness, settled upon every one, and a sadness such as one experiences on hearing of the loss of a friend, was depicted upon every countenance. Men spoke in inaudible accents, and sorrow was

HOWARD M. HOLDEN, PRESIDENT.

manifested upon all sides. Many could scarce talk of the event so deeply were their sensibilities touched. It was conceded by all to be the greatest and crowning disaster of the many that had occurred. That day was the gloomiest ever experienced in Kansas City.

After a few brief days during which business men recovered from the paralyzing shock, a petition went up numerously signed to the directors of the bank asking them to re-open, and pledging aid and support in any reasonable amount or manner. When, after the elapse of a few weeks, it was announced that the bank would re-open with its capital increased to $500,000, a feeling of joy and relief was manifested on all sides. Now that resumption with double capital is fully accomplished, the live stock dealers look forward to the future with buoyant hopes and sure confidence that both they and the bank will be mutual co-workers to the accomplishment of a great and good destiny.

The gentleman who has been at the head of this institution nearly from its beginning is so widely and well known among western stock-men, and has been so closely identified with the developements of the live stock commerce of the west, that its history would be incomplete without a brief sketch of him. Howard M. Holden is a native of Massachusetts, in which State he was reared and educated, the latter including a thorough practical business training, to which is due in no small degree his subsequent success in business. Soon after attaining the years of manhood, not meeting opportunities to suit him in his native State, he turned his face toward the west, whither goes so many capable young men to better their fortune and aid in developing those great new States. Iowa was the State to which he directed his steps, and at Des Moines opened a bank which he conducted successfully for more than three years. Meeting an opportunity he sold out and removed to Washington in the same State, and opened a bank which was a branch of the State Bank of Iowa. This he conducted for six years with marked success, but when by national legislation its circulation, in common with that of all other private banks, was taxed out of existence, he sold out and came to Kansas City and bought nearly the entire stock of the First National Bank, which had a few months before been organized but had not got fairly underway, and of course had made little or no progress or impression on the business community. So soon as he became identified with the institution, he industriously looked about to increase its sphere of usefulness, by building up a business. The opening of the cattle trade, with other new enterprises then developing, afforded superior opportunities, which he was by no means slow to improve. The lapse of time was brief before his institution took rank among the first in the city, and began to make its power felt throughout an immense area of country, greatly to the accommodation and benefit of the business men thereof, as well as to Kansas City.

As the city has grown, and its commerce expanded, his acquaintance and influence has extended co-equal, and that invariably to the benefit of the city of his adoption. He is personally, in every sense, an enterprising, liberal, appreciative business man, one who has naturally an endowment adapted to the business in which he is engaged, and fully understands. He appreciates the wants, necessities and nature of live-stock operations, and of live-stock men. His affable manner and ease of approach, render him popular with the live-stock dealers. His willingness to aid them alike, with his easy, smooth manner of declining their requests when not convenient or desirable, are alike unoffending if not pleasing. He is a man who possesses rare faculties which contribute to his popularity and success—one who has hosts of friends and but very few enemies.

Complaints are rare, indeed, of unfair, oppressive, or arbitrary dealing; or of haughty or harsh treatment at the hands of Mr. Holden. Standing as he does at the head of the strongest financial institution in the Missouri Valley, his power is immense to do great good unto many men, as well as to his adopted city, and it is not doubted that he will be equal to his opportunities and so wield the power that his name will descend to future generations as one among Kansas City's greatest benefactors.

For the more perfect accommodation, and the greater convenience of Kansas City's constantly increasing live stock trade, the First National established an office at the stock yards and placed Mr. Winants in charge. This office has been of great benefit and an appreciated convenience to live stock dealers.

The success and profitable results accruing to the First National in its long experience in banking with live stock men, has fixed the determination to continue to seek and accommodate that branch of commerce in the future as in the past. Its greatly increased capital, of half a million dollars, will proportionately augment its ability to accommodate a larger proportion than heretofore of the constantly increasing demand for financial accommodation. The institution rightly claims the credit of being, in a financial sense, the founder and promoter of Kansas City's live stock commerce. None will dispute the claim, and none are so historically connected with the western stock trade, hence this extended sketch.

But it is not the only banking house that has in later years successfully sought to extend its line of business to stock-men. The Directors of the Mastin Bank, during the early part of the year 1873, turned their attention toward the stock trade. They have been successful to a degree so highly satisfactory, that at the close of the first year, they determined to continue. This institution also established a branch office at the Kansas Stock Yards, under the management of M. R. Platt, which has extended facilities and accommodations to a large number of stock-men, and its patrons are increasing daily. In the association constituting the Mastin Bank are some of Kansas City's oldest, most wealthy, and prudent business men, and its entry into the vast field of live stock commerce is warmly welcomed by stock-men. There is ample room and use for its large capital in the chosen field, without intruding upon the pre-occupied ground of other financial institutions. The First National and Mastin Banks will in the future be able to extend ample financial accommodation to the patrons of Kansas City's growing live stock mart, and may be regarded as the central financial institutions—the heart of the immense stock trade centering there.

Whilst upon each line of road centering at Kansas City from the west and south, at such points where Southern cattle are driven for sale and shipment, other and minor financial institutions are established, which afford accommodations and facilities, although generally in a comparatively small way, yet aggregating immense sums. In all cases a round interest is charged the drover and dealer, who are as a rule scrupulous about paying up their bank obligations. A breach of faith upon the part of one would to a great degree effect the credit of all, so that other than an honest honorable course is as a matter of self-protection frowned down by all stock-men, and the one who would attempt to defraud his banker would be made to feel uncomfortable beyond endurance.

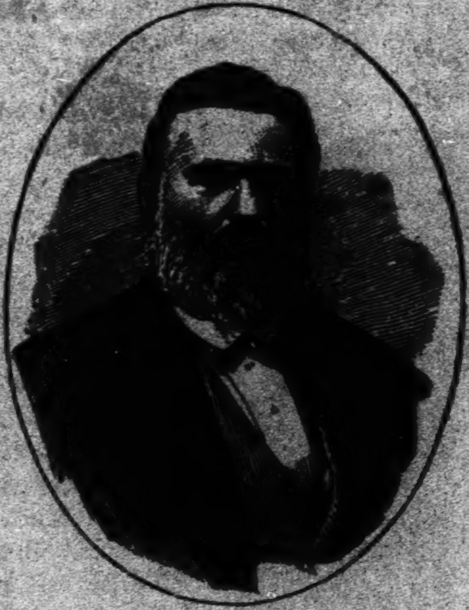
Messrs. Noah Eby & Co., private bankers at Coffeyville, Kansas, give close attention and liberal financial accommodation to the live-stock trade centering at that important point. They have never experienced serious trouble in loaning a large amount of capital at good rates, or the least difficulty in securing prompt payment. By a shrewd arrangement they manage to be posted on what herds of cattle leave Texas for their point, and the financial standing of the owners.

The Messrs. Eby's were large and successful live-stock operators in northern and central Ohio, but on going to Kansas decided to enter the banking business as in it there was little competition and a broad and inviting field. They are well pleased with the chosen vocation, as well as the point selected. They have contributed largely to Coffeyville's recent success as a cattle mart; and after a full test are satisfied that banking with western drovers is both safe and very profitable.

FIRST NATIONAL.

At Wichita, Kansas, the First National of that place, was the first bank which extended accommodations to stock men. It entered the field and by liberal accommodations and shrewd management, was able to do an enormous and lucrative business with stock men, greatly aiding the point to build up and retain a large cattle trade. But it did not have the field to itself but one year. The second season The Savings Bank under able and obliging management was opened, and from the first had many warm friends and patrons among the stock men. To the liberal policy pursued by Wichita's bankers, as much as to any other one source, is that point indebted for its wonderful success as a cattle market and shipping depot.

Among the solid and successful cattle men of Kansas, none are better known than D. W. Powers, whose residence is at Leavenworth, but whose principal place of business is Ellsworth, where he stands at the head of the banking house which does the financial business of the Kansas Pacific's cattle trade. In this banking house are associated his nephews, who attend to the office duties whilst the principal and senior member devotes much of the time to his live-stock interests and operations. Mr. Powers is in every sense a self-made



DAVID W. POWERS.

man. Not liking the restraints of his Kentucky home, at the early age of sixteen he departed for the State of Virginia and began life upon his own account. But in after years he removed to Missouri where he engaged in farming and stock-dealing.

In those days there was a great demand for suitable cattle for oxen, to be used in freighting over the plains, and into this ox trade he gradually grew until he became one of the principal purchasing agents of extensive freighters in the days of "prairie schooners." He was not long in getting initiated into the profits of the freighting business, and determined to start an outfit as large as his means would admit on his own account; accordingly, after raking together all his means, and investing it in wagons, teams, and necessary outfitting, he found that three teams of four or five pairs of oxen each was the result, and represented his available

BLUFF CREEK RANCH—PROPERTY D. W. POWERS & CO.

wordly assets. But not daunted by its limited appearance; rather pleased that it was as much, he took in his own hands one of the ox whips, and, to use the parlance of early days "whacked bulls" many trips to Denver and Salt Lake. In this business he gradually acquired a start in this world's goods; got something ahead for which he owed nothing. But this lucrative, although hard business, did not last very long; soon the construction, or rather the completion of the Pacific Railways superceded freighting by ox teams, and "prairie schooners" became institutions of the past; institutions about which cling many reminiscences of events interesting and thrilling. But the departure of the days of overland freighting did not leave Mr. Powers without means, or a knowledge of good paying business opportunities. In wintering his freighting teams, which in time grew to be large herds of oxen, he learned the advantages and facilities of Central Kansas as a live stock country. As early as '66 he bought many Texan cattle and wintered and fatted them to his great profit. Having practical experience at so early a date he improved his opportunity by purchasing four superior locations for live stock ranches, one of which is upon Bluff creek, at its junction with the Smoky Hill river, twelve miles southeast of Fort Harker. This ranch is one of four owned by D. W. Powers & Co., upon which they annually winter about three thousand head of cattle, and sufficient cow-ponies to handle the stock. Over two thousand acres of good tillable land is included in this ranch, of which more than one-fourth is substantially fenced with posts and boards. A large part of the enclosed lands are under cultivation, Hungarian, millet, oats, and corn, being the chief products. Although the uplands furnish unlimited grazing partly of buffalo grass, yet they deem it prudent, if not necessary, to provide a good supply of hay and other food; with such facilities and good preparations their wintering operations are uniformly a success, and heavy losses by storms comparatively unknown. Several hundred acres are annually sown to Hungarian grass and the hay thus produced is of the very best for cattle feeding, it is easily raised and harvested, the land yielding abundantly. When properly cut and cured it forms the best and cheapest feed that can be secured by cultivation. It will keep Texan cattle thriving and in good heart during the worst winters known in Kansas.

The ranches are each under the supervision of a foreman, under whose direction are enough herdsmen and other laborers to conduct business and take proper care of such stock as the proprietors may purchase. Mr. Powers' business, as may be inferred, is large and varied and requires a good business man to successfully manage it, this he has shown himself to be. He has engaged in almost every branch of business pertaining to live stock, as well as every manner of handling it, having corn-fed, grazed, ranged, shipped, and packed cattle, besides for one or two years fed the "Lo family" on the Upper Missouri river country; in nearly all these departments he has been successful, and now ranks among Kansas' most responsible men. He is an unostentatious, matter of fact, every day style man, whose solid judgment and long varied experience, enables him to plan and execute business operations with unerring skill and certainty; quiet, kind, and mild in disposition, he has many friends and an irreproachable credit. Few men have labored more diligently and perseveringly for success, and few have been more amply rewarded for their labors than he.

CHAPTER XVII.

STOCK RANCHING IN THE WEST—WYOMING, NORTHEASTERN COLORADO, AND NORTHWESTERN KANSAS—SELECTING A LOCATION AND ESTABLISHING A STOCK RANCH—J. P. FARMER—JOHN HITTSON—A GRAND "ROUNDUP"—COLORADO STOCK-GROWERS' ASSOCIATION—J. L. BAILY—THE NARROW GAUGE—THE K. P. RAILWAY—TEXAN CATTLE DEPOT—VICTORIA COLONY—W. K. SHAEFFER.

The business of breeding and handling live-stock in the west is one of deep interest. Most young men, no matter where living or what doing, think and feel that if they were west engaged in the live-stock business, they would wake up some fine morning to find themselves wealthy. Just how it would be accomplished they scarcely know, but nevertheless that such would be their happy lot they have a profound confidence. How the business is conducted they do not know, yet are anxious to learn. If by perusal of this volume their information is increased, or corrected, a part of its objects will have been accomplished.

Cattle or sheep ranching in the west does not differ materially in manner from the same vocation in Texas.

There is an immense belt of country along the Rocky Mountains and extending eastward about four hundred miles, with a length of near two thousand miles which, from its character, climate, and comparatively rainless seasons, is preeminently adapted to sheep husbandry and the breeding of cattle. This vast area is covered with a fine species of grass known as Buffalo grass, which is equally nutritious in winter as in summer. Either cattle or sheep not only live well but fatten fast so long as they can get an abundance of buffalo grass. No matter how cold the air may be, so warming and nutritious is this grass at all seasons of the year, that cattle or sheep do not care for hay or other feed in winter.

Running from the mountains eastward are various small streams of water which falling together form rivers whose numerous tributaries from either side, water and drain the whole country sufficiently for stock purposes. Numerous rivers, such as the Republican, Saline, Solomon and Smoky Hill rise in the midst of the plains, many miles east of the mountains, upon whose tributaries many eligible locations for extensive live-stock ranches can be found.

The great Platte river has unlimited stock country tributary to, and drained by it. The North Platte, or black hill country of Wyoming is excellent for cattle and famous for its nutritious bunch grasses, which are unexcelled for stock purposes.

The Territory of Colorado has a deserved fame as a stock country, to which it would be difficult to add. Within her bounds are forty thousand square miles of grazing lands —lands that are well fitted for grazing, and fitted for nothing else—lands that cannot be irrigated or made available for agricultural purposes—lands upon which grows the rich buffalo grass, covering its entire surface like a soft velvety carpet. Many extensive live-stock men from all parts have been attracted to her border. Within her limits can be found immense cattle and sheep enterprises in successful operation. Some of the largest operators in cattle are from Texas.

But just what a man may expect to do and endure if he attempts to establish a live-stock ranch, especially if his capital is limited, may be of interest to the reader whose eye and mind is upon the west with thoughts of making it his home, and the business of live-stock growing his vocation.

It may be assumed that he has not only decided to go west but is already there and in the act of locating a stock ranch. His first care will be to select a location that has living or running water, as much timber and other shelter as possible, with a large tract of unsettled and untillable country surrounding it. It is important to choose such a location, that when he has purchased a reasonably sized tract of land he will own all the water and tillable land in the vicinity for miles around, otherwise he may have agricultural neighbors in such near proximity as to interfere with the free ranging and grazing of his stock.

When the location is finally made one of the usually first undertakings is the construction of a place of abode, which is generally a dug-out, an institution in the construction of which little lumber and much dirt is used, and the principal tool employed is the spade. It is simply a covered excavation on the bank of some creek or ravine, resembling an outdoor cellar for the preservation of roots and vegetables. The dirt taken out in excavating the room serves to form the roof, which is supported by rude strong pieces of timber, mere round logs or poles. The front is formed of cut sods laid up like blocks of rock, or is made of split boards or posts much after the fashion of a stockade; a flue is cut in the back wall and often terminates upward with an empty salt barrel for a chimney stem. The cooking utensils are few and primitive. The dry condition of the ground renders the dug-out entirely free from dampness, and not only warm and comfortable, but entirely healthy.

The dug-out done, the next job that would engage the attention of the new beginner, is the construction of a corral, a large, strong, rudely built affair, with a small subdivision for branding his stock, that is, his purchases, which process is called counter-branding. When the dug-out and corral are done, the ranchman brings his herd of cattle and the necessary number of cow-ponies upon the grounds, and after branding them, begins the work of getting the stock attached to and contented with its new home. But this is not a difficult task, especially if the weather is fine and feed is plenty.

But let no one delude himself with the idea that cattle ranching, either breeding and rearing, or only wintering and fatting, or handling live stock in any manner peculiar to the west, is a business wherein the poetic or sentimental aspects of life or labor abound to any alarming extent. Indeed, it is a life and business which, aside from its phase of independent freedom, has few other aspects than those of diligent labor; watchfulness, care, and risk, combined with great self-denial, privations and lonely hardships. He must be the servant of his herds, to attend to and provide for their every want. When the weather is stormiest, and a comfortable seat in a snug corner by a warm fire would be most congenial to feelings, and perchance health also, then is the very time the would be successful ranchman must be out with his herds and to them give double ordinary attention with extra feed and shelter. Any one can attend live stock in fine weather, when the sun shines out mild and warm, and the stock can and will feed and care for itself; but when the cold, driving storm sweeps across the plains piercing the animal world by its chilling blasts, then is when it requires the "man to the manor born," or one adapted, by nature, and stimulated by a love of the vocation.

A man must have a natural adaptation and taste for the business and the life, to succeed. It is not a vocation wherein starched shirts, fashionable cut broadcloth, polished boots, faultless set mustache, or latest style of hair-dressing, will flourish or scarce be in order for a single day. But long-legged stogy boots, huge spurs, strong corduroy pants, a thick colored woolen shirt, a leather belt around the waist, no suspenders, a Sombrero, or other broad-brimmed hat, a soldier overcoat, and a pair of heavy blankets constitute the make up, the necessary habiliments, the usual personal outfit of the practical ranchman, or cow-boy.

And the daily fare, almost of necessity, is meagre, and of the commonest varieties of food, cooked in the simplest style of the art, usually by one of the men who knows but little about culinary matters, and is not over anxious to learn more than he already knows, be that ever so little. However death from dyspepsia is never feared by the ranchman, for his daily labor and exercise give him a sharp appetite and a vigorous digestion.

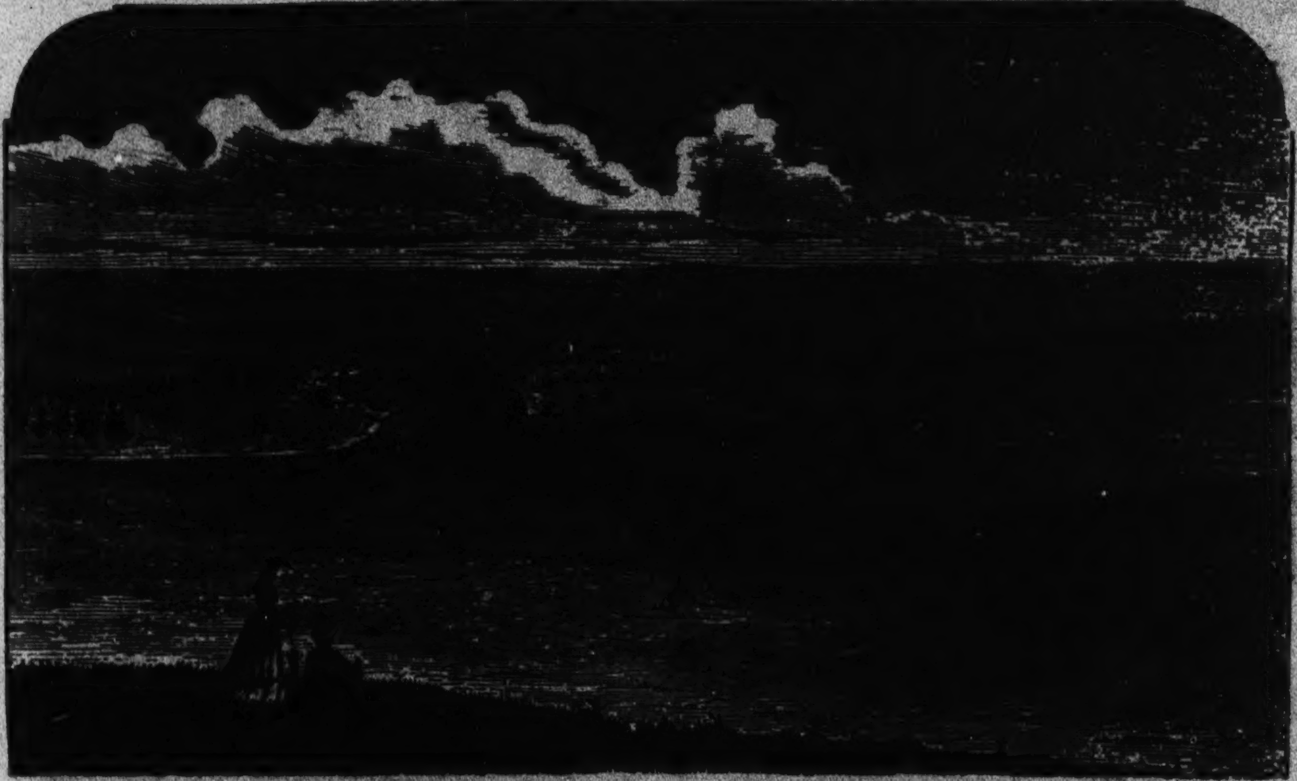
If a young, energetic man, one who desires to make a name and a fortune for himself, and to be one among the substantial men of the new and great west, can make up his mind to endure the privations, hardships, and lonely life of labor and exposure, incident to a ranchman's life, there are great opportunities offered and to be had for the taking in the broad free west. Lands are cheap, the climate mild, the natural advantages good and great. The stock with which to begin is abundant and at reasonable prices. The process and means of improvement in blood as well as in numbers, are at hand. The plainest and best of results invariably attend every effort made in crossing Durham bulls with Texan heifers and cows. An improved animal is obtained of nearly or quite double the value of the Texan. As a paying, reliable, certain occupation, there is none that is more so than stock-ranching; but it requires time, labor, patience, energy, grit, and perseverance, to make the beginning, and to carry it through to profitable fruition. But there are few vocations in any new country, or old one for that matter, that does not require the existence and exercise of the same qualities in order to achieve success. When it is remembered that annually more than two hundred millions dollars changes hands for live-stock for purposes of consumption alone, it must be potent that the production of the live-stock is a staple, money-making business, full as much so as is the production of cotton.

That the reader may have a glance at the appearance of some of the sturdy men who have made a success of stock-ranching in Colorado, the portraits of Mr. J. P. Farmer and others, with illustrations, are presented.

Mr. Farmer is a son of the Emerald Isle from whence he emigrated at an early age, and after attaining years of manhood, he went to Colorado in 1861, and established a stock

JOSEPH P. FARMER.

ranch on the Bijou, a small tributary of the South Platte, near which the K. P. Railway has established a station of the same name. His herd of cattle was very small at the beginning and was Texan stock. Indeed it may truthfully be said that he began at the foot of the ladder and by industry, perseverance and determined labor, climbed up round by round to a substantial annual income and a competence that might with propriety be desired by any one. This he has attained by energetic application to business, closely studying the situation and by taking advantage of the great opportunities afforded in the new west. He gives his stock business close personal attention, and constantly labors to render his herds more numerous and valuable. He now owns a tract of six hundred and forty acres of land, covering all the water in the west Bijou, upon which and adjoining lands he keeps a herd of stock of twenty-seven hundred head of cattle and

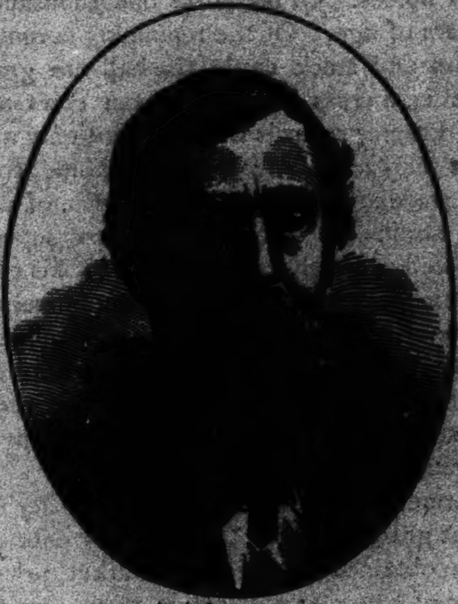


JOSEPH F. FARMER'S RANCH, BIJOU, COLORADO.

fifty head of horses. Of his cattle one thousand are steers of three years of age. Of the remaining seventeen hundred head of cows and stock cattle, the half are grades or half breeds; that is, a cross between Texan cows and Durham bulls. Mr. Farmer regards Colorado not only a good cattle country but as *par excellence* a good horse country. He takes great pride and pains with his horses, of which he has many good strains of blood. He keeps superior blooded stallions as well as good grade bulls. It is his constant effort to improve his stock in blood as well as numbers. He feeds neither cattle or horses, except his saddle ponies, which are used in looking after the stock. He does not herd his cattle but designates certain bounds within which the employees permit the stock to range at will. This manner of holding stock is termed "out riding" the country.

Mr. Farmer has put upon the Kansas City market some of the fattest grass fed cattle that has ever entered that mart, for which he obtained the highest market prices. He is a solid, matter of fact, every day style man—one who has fine business judgment, and takes great delight in his live-stock—one who has laid the foundation wall of a substantial fortune, the full realization of which will be his at no distant day. He is among that class of self reliant, hardy ranchmen that have done much to develope and demonstrate Colorado's superior facilities and advantages as a stock-growing country, and by his faithful persistence and enterprise, won and merited golden success.

But perhaps no live-stock man in northern Colorado is so widely known as John Hittson, who went from Tennesse, the State of his birth, to Texas, and settled in the county of Pilo Pinto, on the frontier. He located a stock ranch and began in a small way to gather the nucleus of a stock of cattle which at one time reached the number of one hundred thousand head. His brand was put upon eight thousand calves in the year 1873, but the Indians continuing exceedingly troublesome, he sold out a part of his stock and his



JOHN HITTSON.

ranch, and proposes to make his home in Colorado. At the close of the civil war he began driving largely to Colorado, where he has annually marketed about eight thousand head of cattle. In sending his herds from Texas to Colorado direct, the Pecos trail, which runs through New Mexico and crosses the Arkansas river not a great distance below Pueblo, is traveled, instead of the trail via. western Kansas. In order to facilitate his immense trade, he purchased a ranch on the middle Bijou, known as the six spring ranch, which is located at a very eligible point for extensive live stock operations, and is near Deer Trail Station on the K. P. Railway. It was only necessary to own one-half section of land in order to possess all the water existing for many miles in all directions. Upon this tract of land are temporary buildings, corrals, etc.; but it is his purpose to place thereon a good class of improvements at an early day, and to make it his perma-

nent home instead of a mere trading post as heretofore. During the year 1873, eleven thousand cattle were driven from Texas and placed upon the ranch to be followed by about twenty thousand more the succeeding year, and when fitted and stocked up according to his plans, it will be one of the best and largest stock ranches in Colorado, if not in the West.

As has been stated, Mr. Hittson is one of the most widely known stock men, both in Texas and the west. He is a man of commanding appearance and great experience—a man who has lived long on the frontiers and has acquired habits of bold self reliance. He was largely instrumental in breaking up the predatory thieving incursions from New Mexico which had become so intolerably frequent in western Texas. With a party of men, and armed with authority from the Governor of Texas, he went into New Mexico, and recaptured many thousands of stolen cattle and drove them to Colorado, where they were disposed of for the benefit of the original owners. He is a man of great energy and determination, and one altogether capable of taking care of himself in any country, and in a land that abounds with opportunities will make money fast, which, when made, he will freely spend for the benefit of his friends. Few men are better calculated to open up and develop a new conntry than he, and yet there are few men engaged in the live-stock business more social, jovial and hospitable than John Hittson. Like other extensive Colorado ranchmen, he outrides the country instead of close herding his stock. Of course occasionally a small squad of cattle will escape or stray beyond the designated bounds whose trail escapes the vigilant eye and Indian cunning and proficiency of the herdsman or outrider. The stock will not wander far before it finds such place as will tempt it to stop if it is not met and turned into some neighbor's range. In many instances when great storms occur, as is sometimes the case, the stock will be driven from its proper location and scattered over a vast scope of country

A GRAND "ROUND-UP" AT RIVER-BEND, COLORADO, ON THE KANSAS PACIFIC RAILWAY.

and hopelessly mingled with neighboring cattle which have been scattered by the same causes. In such cases little or no effort is made to regather them before spring, when by concerted efforts of all parties interested, a general round-up is made. This accomplished each ranchman cuts out all bearing his own brand and returns them to his ranch.

When one section of country has been thoroughly overhauled and the cattle gathered and sent to their proper ranges, another section is surrounded and another round-up is made, and so on until the whole country has been thoroughly searched. By this means a great amount of labor and much hard riding is saved, for a single animal or small number thereof is hard to drive without much racing which, of course, fast uses up the cow ponies.

Perhaps in no State or Territory in the Union are the stock men so wide awake to their interests, or so completely organized, as in Colorado, where there now exists the leading State or Territorial organization of stock-growers, the President of which Association is Joseph L. Bailey, of Denver. The Secretary, by whose exertions more than that of any other man, the association was formed, and is kept alive and in effective beneficial working order, is William Holley, of Denver, a man of fine energy and abilities, and one who takes special delight in performing all the duties and kind offices which his position or opportunities place within his power. He has rendered great services to the live stock men and their interests in Colorado, and deserves well at their hand. The Association and the live stock men's interest are largely promoted and benefitted by the *Colorado Farmer*, and also the *Colorado Agriculturist and Stock Journal*, two neat enterprising weeklies, published in Denver.

The President of the Stock Growers' Association, J. L. Bailey, is one of the recognized leading stock men of the Territory, in whom all stock dealers have the most explicit confidence. It is at his office that you can see in a brief time every stock man in Northern Colorado. For a visit to Denver without seeing and exchanging items with Mr. Bailey, is not to be thought of, much less practiced, by any stock-grower. In 1865 he established a number of corrals and named the place "Bull's Head," and it is there that the largest live-stock market of the Territory exists. There the various railroads centering in Denver receive and deliver their live freights. By fair dealing, and close attention to business, he has gained the patronage and confidence of his fellowman in a marked degree, and has acquired a substantial fortune. He has held various positions of credit and trust, and regards the live stock interests of the Territory as paramount to all others.

JOSEPH L. BAILEY.

Mr. Bailey hails from Philadelphia, and after spending a few years in Kansas went to Colorado, and was one of the pioneers of that rapidly developing and marvelous Territory. Personally, he is an affable, courteous gentleman of great business energy and activity, whose fortune is pleasant to contemplate. He has ever been closely identified with the history of Denver, and is regarded on all hands as one of her most substantial, worthy citizens, and has from the first organization of the Stock Growers' Association held the position of President thereof.

Colorado abounds with many unoccupied locations for stock ranches; many millions of acres of its grazing lands are still untrod save by the migratory buffalo. Within its borders may be found locations for vast herds of common cattle and sheep. Eligible situations abound in great numbers for fancy or fine stock breeding. Along the base of the mountains from whence come rivulets of pure cold water, are many picturesque locations admirably adapted for thoroughbred stock ranches, where one could spend life in daily view of craggy peaks and beneath the shadow of lofty pines. It is more than worth the price of a ride over the Denver and Rio Grande Narrow Gauge Railroad to behold not only the grand scenery, but also the beautiful lovely landscapes through which the road passes. Certainly no road in the United States passes through and near so many desirable situations, and what will astonish the beholder still more, that comparatively so few are occupied.

Of all the delightsome locations in bewildering profusion seen on the American Continent, none will excel those found along the line of the Denver and Rio Grande Railway, which speeds along the eastern base of the Rocky Mountains, from Denver to Pueblo, and destined soon to reach the Rio Grande River, if not the City of Mexico.

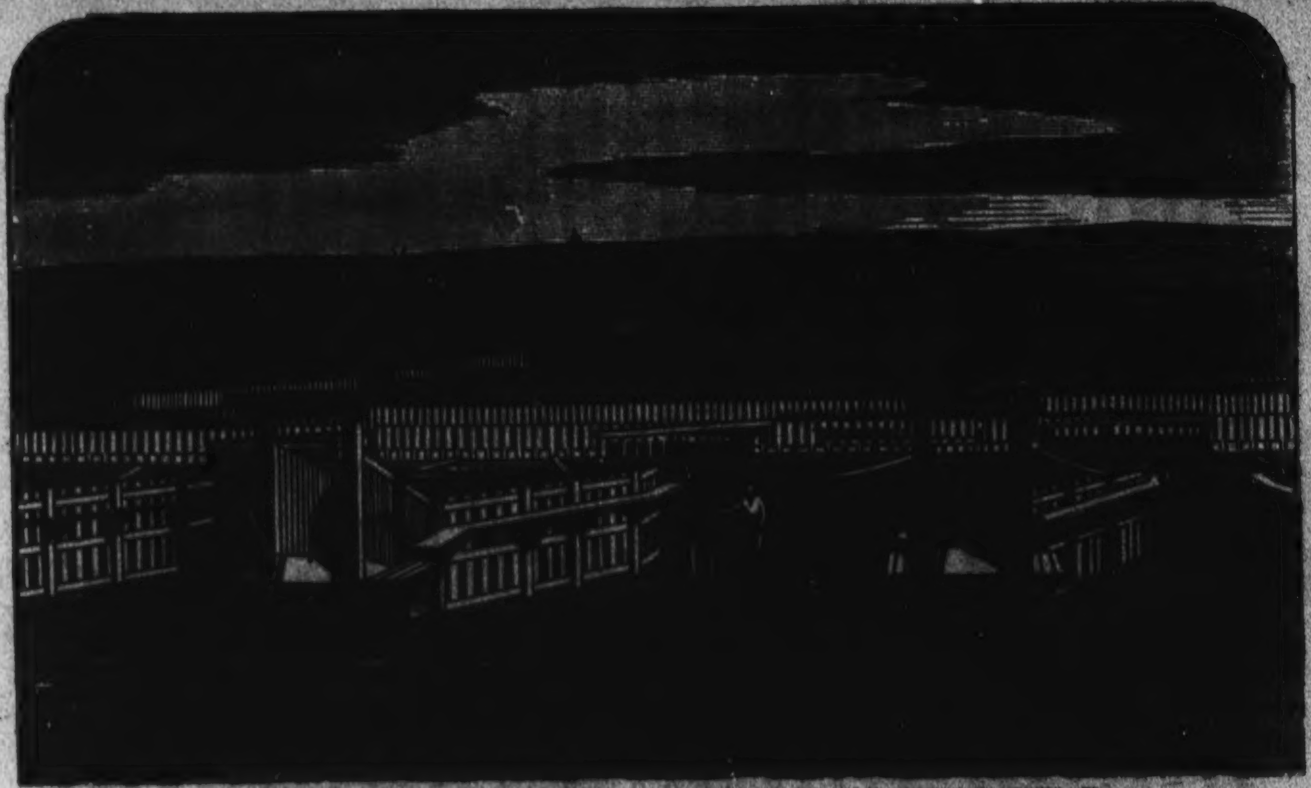
To the amateur live stock man, the breeder of thoroughbred stock, the country along the eastern base of the Rocky Mountains, presents the most desirable, charming location, not only for the business itself but for beautiful, romantic, healthy homes, also.

Colorado for a Territory is well supplied with Railroads. The principle one of which is the Kansas Pacific. It was the first line built and the first one to do a large traffic in live stock freights. Under the present practical management, which is the antipode of of its predecessor, the live stock traffic is great and flourishing. From the beginning of their administration dates a new and better era in the live stock affairs of that line; an era when a live stock man was recognized as having rights which a railroad company might, with profit and propriety, respect; an era when a business man is regarded other than legitimate prey, to be ruthlessly crushed and his substance devoured.

A Railroad official is, in a certain sense, a public servant, and as such is generally well paid for his services, and when he has done well his whole duty, does not merit particular commendation on that account. Nevertheless, it should be recorded that the present practical management and operation of the K. P. Railway is a decided improvement upon the former. This company has other minor lines leased, the most important of which is the line from Cheyenne to Denver, beginning in and passing through a fine stock country; and the line lately constructed from Carson to Las Animas on the Arkansas River. This also begins in and passes through a fine stock country. Farther east it has other short branch lines, all of which contribute largely to increase the business of the main line, especially in live stock freights.

The main line passes for near four hundred miles through what may be truthfully termed a live stock growing country, if not such exclusively. Upon either side of this line for an indefinite distance, most suitable if not superior locations for live stock ranches can be found. Locations with nice running water, timber in limited supply besides other natural shelter, and grazing in unlimited abundance are to be had for the taking and occupancy.

In the more easterly portion of the live stock belt, and within the State of Kansas, the creek and river valleys afford great abundance of blue stem natural grasses, furnishing an unlimited supply of hay. Those regions will be preferred by many, as affording the means to provide against



YARDING A HERD FOR SHIPMENT ON THE KANSAS PACIFIC RAILWAY.

the contingencies of storms that may occur during the winter seasons.

It is upon this belt the railway Company have established, at a point west of Fort Harker and distant over two hundred miles west of Kansas City, its shipping depot for Texan Cattle, and here annually many thousands are driven, and if not sold to go otherwheres, are, after being grazed a few months, shipped eastward. The line enjoys the advantage of being the only one reaching out into the buffalo grass regions and terminating, without change, at Kansas City. The grazing facilities along the line of this road are very good and great, and so are the facilities of the company for transporting live stock. No pains are spared to accommodate an immense live stock commerce, both from Texas, Colorado and New Mexico.

The cattle from Colorado and New Mexico going east on this line are provided with a comfortable resting yard at Ellis, midway distant between Denver and Kansas City.

There the cattle are rested, watered and either fed hay or grazed on the buffalo grass, as the shipper may elect. The run from there to Kansas City is easy and two-thirds of the distance is down a nearly level valley devoid of grades and sharp curves.

The country for two hundred miles west of Kansas City along the line of the K. P. Railway, is adapted to agriculture and mixed husbandry, and better adapted to raising grain and fatting live stock than to its exclusive growing. The next or third hundred miles west comprises some fine stock country, as well as occasional good sections or belts of farming lands. Within that area and along the line of the railway, extensive schemes for colonization and settlement of the country are on foot. As such none are more worthy of note, both from magnitude of design, extent of country embraced, and liberality of plan, than that known as Victoria Colony, the center and headquarters of which is Victoria Station on the K. P. Railway. The originator and promoter of this enterprise is Geo.

SHIPPING YARDS—ELLIS, KANSAS, ON THE KANSAS PACIFIC RAILWAY.

Grant, Esq., a retired London (England) merchant, and a Scottish gentleman of reputed substantial wealth. He has purchased of the railway company the odd numbered sections of a tract of land twenty miles in width by twenty-five in length, each section containing six hundred and forty acres. The purchase exceeded one hundred and fifty thousand acres of land. The even numbered sections belong to the government and were subject to homestead and pre-emption. This tract of land is finely watered, sparsely timbered, and is covered with a vigorous growth of buffalo grass upon the up or rolling lands, and an abundant supply of natural hay on the broad rich valleys found along all streams in Kansas. A vigorous little river named the same as the Colony, runs from west to east through the entire length of the tract, and frequent tributary creeks put in from either side, thus affording good drainage and an abundant supply of living stock water. The soil of both valley and upland is good, rich and deep, and will produce all the cereals common to the latitude. The tract of land taken as a whole is exceedingly valuable, especially for the purposes of live stock and wool production. The uplands are gentle, undulating, and the valleys smooth and wide. The timber, which is abundant for that portion of the State, is good for fuel and the construction of temporary buildings only. It is also ample to shelter as much stock as would depasture the lands. It would be difficult to find in the State, noted for fine appearing lands, a more beautiful and withal naturally valuable tract of lands than those of Victoria Colony. It is unquestionably a healthy country—no malarial diseases prevail—indeed no swamps or pools of stagnant water exist. The winters are mild, the climate temperate and sunny. The tract of land lies on either side of the railway, which company is disposed to extend every facility to encourage and aid the enterprise.

Although the soil is ample for the production of all needed grains and vegetables, yet it is evident upon reflection, that the growing of cattle and horses as well as sheep

VICTORIA STATION—HEADQUARTERS VICTORIA COLONY, KANSAS.

and wool, will yield the greater profit. This is evident for various reasons, among which might be mentioned its distance from market, the uncertainty of rainfall, which is always ample but often occurs at such times of the year as prove too late to save the crops of grain, especially corn, from drouth; although wheat, oats, rye, barley, millet and hungarian grass can be grown with a reasonable certainty every year. Again, the lands are already well and closely set with buffalo grass on the uplands, and blue stem grass in the valleys, and stock can be kept in good condition of flesh during the entire year with but little greater expense than that of herding.

Cattle can be cared for the entire year, when held in moderate sized herds, for two dollars per head per year, and sheep in proportion. Indeed the State of Kansas offers no finer location for profitable, easy and abundant production of mutton and wool, than at Victoria. The dry nature of the soil, its freedom from mud and standing water, the purity and dryness of the atmosphere, the excellence and adaptableness of the buffalo grass to the wants and nature of the sheep, both in winter and summer, all conspire to make it pre-eminently a sheep and wool growing country unsurpassed. Horses and mules can be easily and profitably raised at an annual expense scarce above that of cattle.

It is believed that the man who gives his exclusive attention to live stock, and particularly sheep, will grow rich much quicker than he who devotes his exclusive attention to farming; of this there can be no intelligent question. Although an energetic agriculturist will soon make himself comfortable and above want by tilling the soil.

The purchase of Victoria Colony Lands has been consummated scarce more than a year, yet their proprietor has made commendable progress in preparation for extended experiments with all kinds of live stock. To this end he has imported many thoroughbred sheep, cattle, horses, and hogs, besides buying largely of superior blooded animals both in

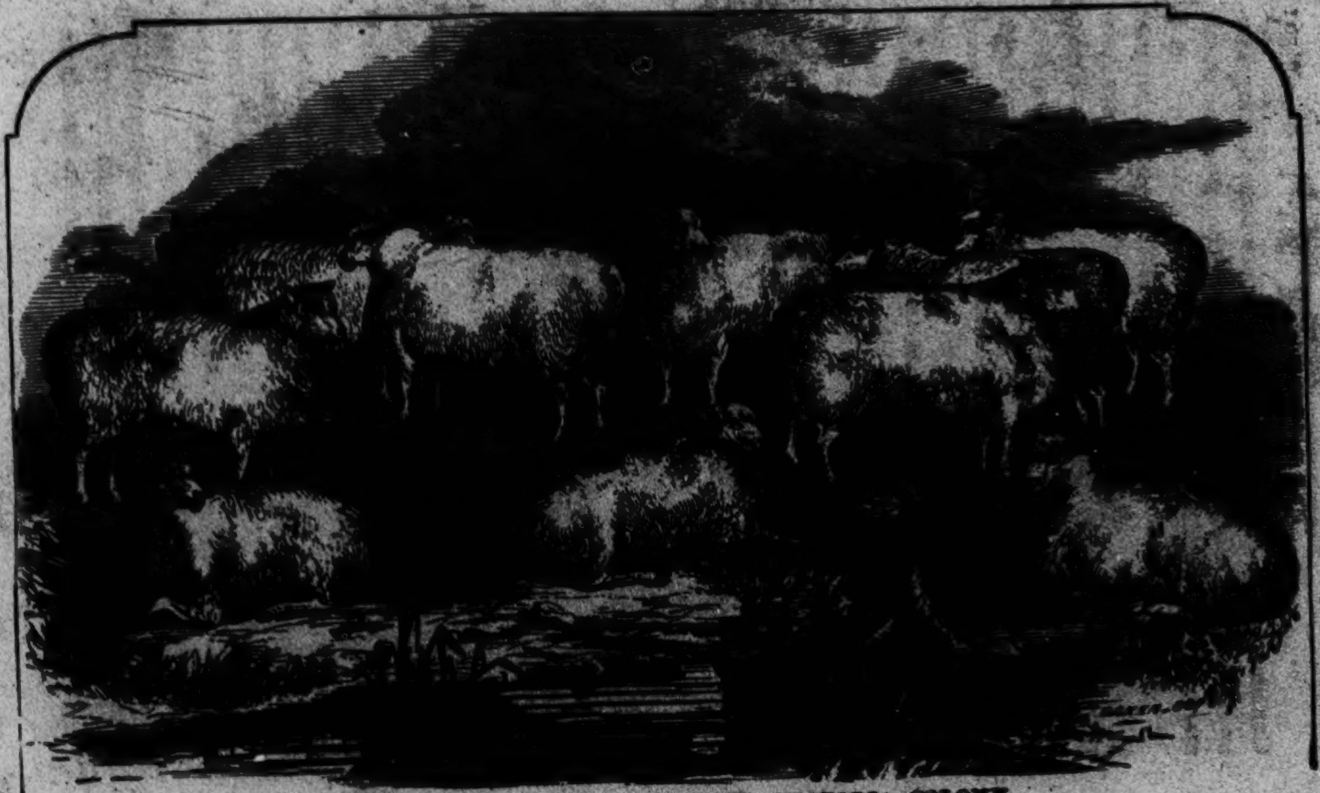
VICTORIA COLONY LANDS—PROPERTY OF MR. GEORGE GRANT.

Canada and the United States, with which he is placing Texan heifers and proposes to place Mexican ewes and native mares.

Among the rare noticeable importations are a number of black hornless bulls of pure Galloway blood, which have all the beef qualities of the durham, maturing fully as early, and possessing in addition habits of industry, and are extremely hardy and thrifty. They are expected to prove a valuable acquisition to stock growers on the plains. Among his extensive importations of thoroughbred sheep are some remarkably fine specimens of Shropshires, Leicester and Lincolnshires. The latter are very superior and of great promise in the future. Besides the above he has put upon Victoria Lands, several thousand sheep of common or native blood, and proposes to test thoroughly, the adaptation of the locality for wool and mutton growing.

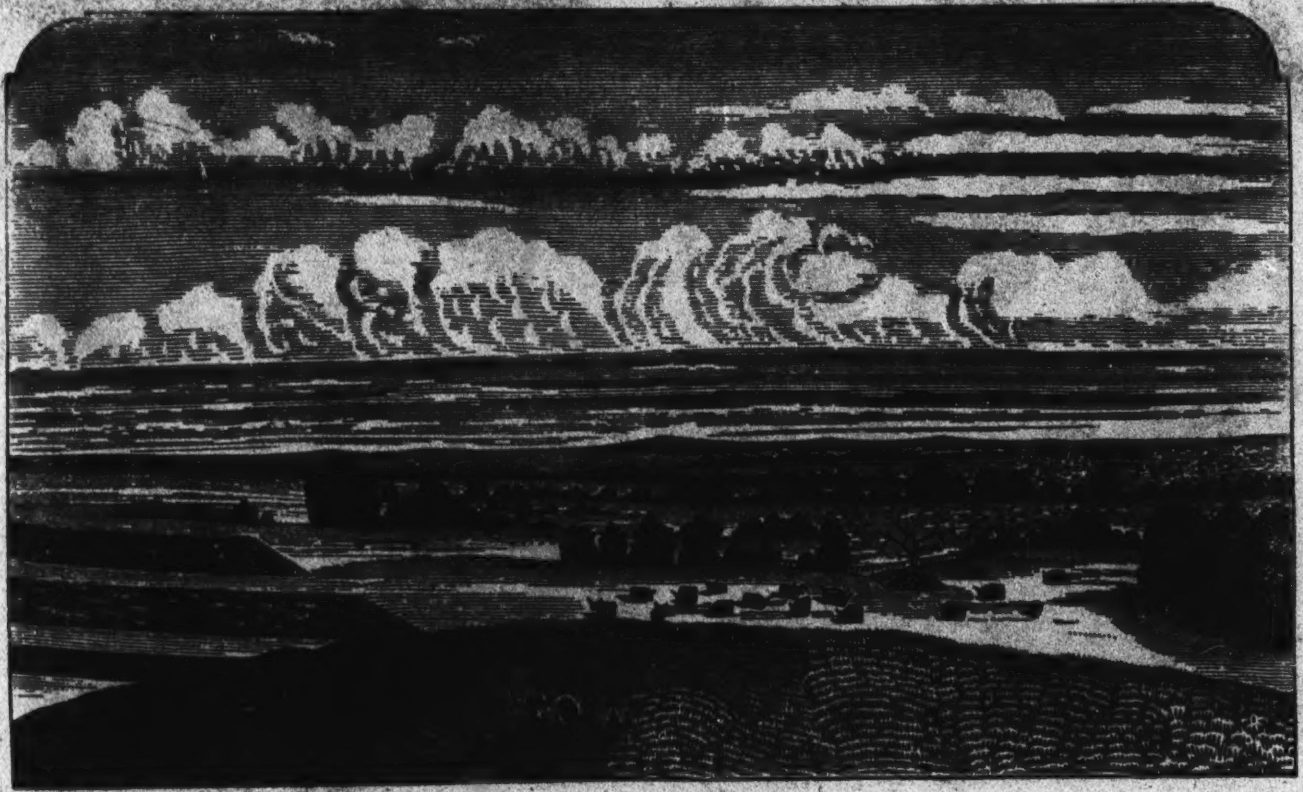
No intelligent man at all cognizant of the situation, doubts for a moment, the successful issue of the experiment. It requires no great tax of the imagination to forecast the situation of affairs at Victoria Colony half a score of years hence, when the lines of industry as well as the kinds of stock, that experiments now being made will have proven to be the most lucrative and best adapted to the locality, shall have been pushed into the highest development, the situation will admit of, which will in no respect be inferior to that of any other point or section.

It is easy to foresee that a happy, prosperous people, rejoicing in their new homes, abounding with all comforts and many luxuries of life, will in future time gratefully remember the man through whose munificence and enterprise they were induced and enabled to enter Victoria Colony. Mr. Grant has undertaken a laudable, and in a certain sense, a benevolent enterprise, one in which great permanent good can, and doubtless will, be done many of his countrymen who through his aid and encouragement will be assisted and directed to a land in which a home of their own and manly independence



THOROUGHBRED IMPORTED SHEEP—VICTORIA COLONY.

can be attained in a goodly country beneath a temperate, healthy clime, where the most ordinary economy and industry will bring the fatness of "a land of milk and honey." It is no mere land speculation upon his part, although his own interests are not lost sight of, but it is an honest commendable effort to so invest, and use a large capital in such a manner as will confer substantial lasting benefits upon a large number of worthy, enterprising persons who unaided could never raise themselves above positions of dependence, much less to the ownership of lands and homes of their own. No young able-bodied Briton who has energy and ambition to do something worthy and good for himself can fail to better his condition materially by joining Victoria Colony. Its founder is animated by high motives and with his great wealth is prepared and willing to do a great good work for a large number of his countrymen. He is like many of his own isle, a lover of finely bred live stock. He demonstrates by his liberal purchases of elegant thoroughbreds in this country and Canada, as well as by his importations of superior animals, his entire willingness, his earnest purpose, to enable his colonists to have the advantage and benefit of the best obtainable strains of blood, and all this, too, at little or no expense to the colonists. It is his purpose to substantially aid all deserving colonists to establish flocks and herds of their own at an early day. Certainly no greater advantages, in fact none half so great, has ever been offered the sturdy Briton to seek and establish a home of his own beneath a sunny sky upon the richest of lands, where obstacles are so few, the advantages so great, the aid so substantial, and so easily obtained, as are offered in Victoria Colony. Its founder and proprietor is a shrewd business man and knows what he is doing, and although the remainder of his life might have been spent in ease and luxury without knowing an unsupplied want, yet he prefers to use his fortune in developing an enterprise the intent and inevitable result of which cannot be other than substantial benefit to all who choose to avail them-

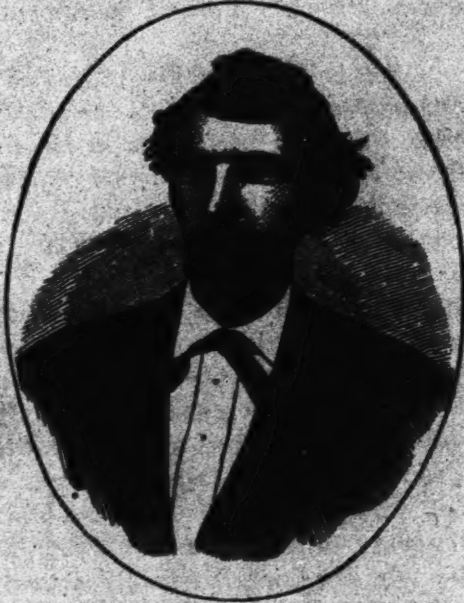


VICTORIA COLONY LANDS—PROPERTY OF GEORGE GRANT, ESQ.

selves of his magnificent scheme and investment in Kansas lands.

Mr. Geo. Grant is a quiet, retiring, dignified gentleman, whose kind, hospitable manner inspires one alike with respect and confidence. But a few brief hours in his presence will suffice to impress one with his courteous manhood and his keen appreciation of the really good and deserving, as well as how completely his heart is rapt up in the welfare and success of his colony.

The belt of country in which Victoria Colony is located, is for a hundred miles in width from east to west, and stretching across the State of Kansas, regarded as unsurpassed for stock purposes, and has attracted some of the shrewdest and closest observing ranchmen from all sections of the Union, even from far famed California. Among whom is Mr. Shaeffer, who at the full years of manhood went from Ohio, his native State, to California. After successfully trying his fortune at mining, packing or freighting, he finally settled down and established a live stock ranch in Northern California. But after a brief time he began driving live stock to Idaho, also to Nevada, which he followed with success for four years; then after operating in quartz mines for a short time, he turned his face eastward, after spending nineteen years on the Pacific slope, and selected central Kansas as a desirable place where he could engage in his favorite vocation—that of stock ranching. However, before he made a final location, he went to Texas, and from that State drove a large herd of cattle via. the Staked Plains, Ft. Sumner, Ft. Union, and the Ratton Mountains to Nevada, where after a lapse of eighteen months from the day he started after the herd, he sold it at $52, gold, per head. Of course this operation made money—his ventures always do, for he directs his affairs with consummate skill, and is seldom at fault in judgment about when, where, and how to plan, begin and execute a speculation, or live stock operation. Indeed he is often termed by the unobserving and unthinking, the lucky operator. At all events, suc-

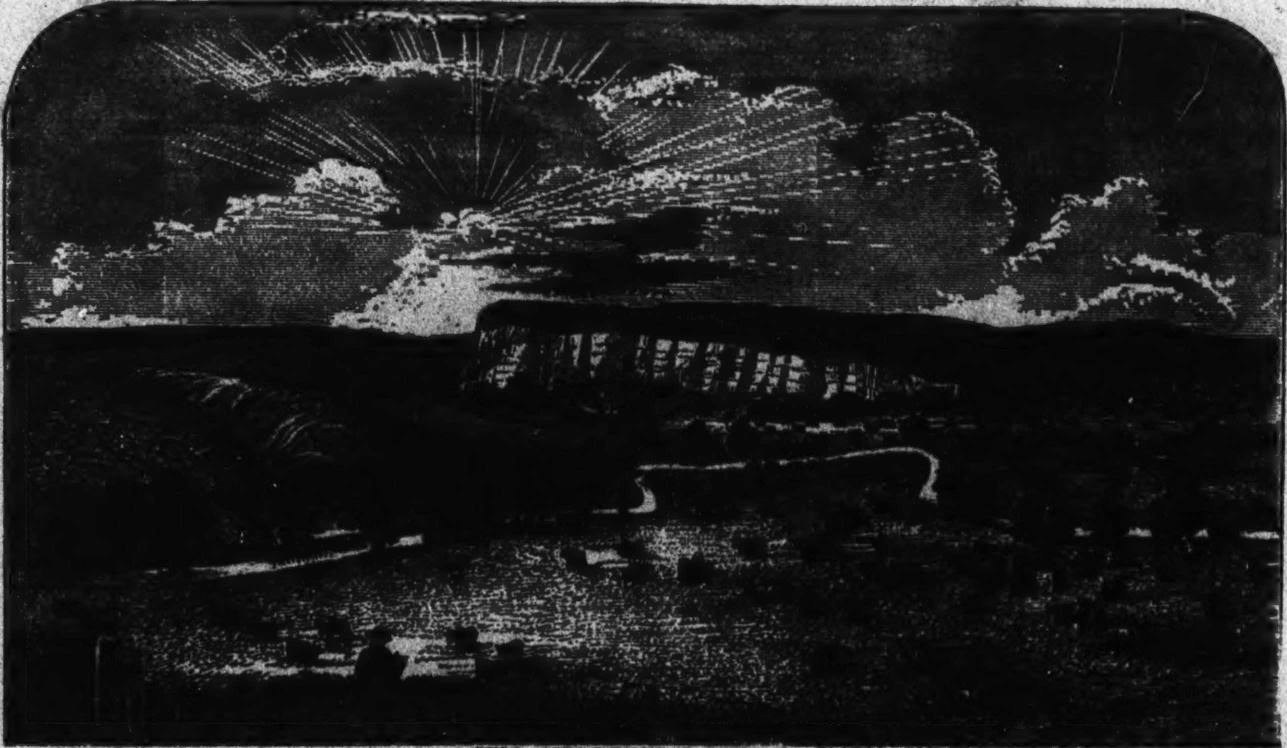


WILLIAM K. SHAEFFER.

cess seems to crown his every move. He seldom fails to make money upon everything he handles.

After looking over and experimenting in various parts of of central Kansas, he selected and purchased a location and established his ranch. It is a tract of about four thousand acres of land, situated upon the Saline river, and one or more of its tributaries. Here he has running salt, and fresh water, besides divers springs affording an unfreezing supply of water. Timber and abrupt bluff lands constituting shelter in abundance. Upon the Valley lands of his purchase an unlimited amount of hay can be annually put up, costing only the cutting and labor of saving it. But upon the uplands the buffalo grass abounds in the greatest profusion and of the most luxuriant growth.

Upon this ranch he annually winters about twenty-five hundred head of cattle, and keeps about forty head of ponies, which he uses for saddle purposes. The cattle are fed noth-



WM. SHAEFFER'S RANCH.

ing other than the buffalo grass, unless it is when a protracted storm occurs, and then hay is given them, often only to be tossed about and played with, instead of eaten. So long as the stock can get the half of a supply of buffalo grass, although they may have to root in the deep snow to get it, they care but little for hay be it ever so good an article thereof. Of the horses none are fed grain, save those that are under the saddle daily.

For location and all essential conditions and surroundings, Mr. Shaeffer's ranch is a model, unexcelled for extensive stock handling. He does not put forth any effort to raise cattle or horses, but buys fresh driven Texan cattle every season, and after wintering, grazes them the following summer upon the range, of which there is an immense supply, until fat, then they are sold and the operation repeated. In this line of business he has been successful, and has made no losses, for his plan takes little or no risks, and by purchasing his cattle when they are thin, and consequently very cheap, he cannot but make a profit by increasing their flesh and condition, then selecting a propitious time to place them upon the market, he never fails to get remunerative prices; often very profitable sales are made. He estimates by actual expense accounts kept, that it does not cost him above two dollars per head, actual outlay, to winter a bullock and fat it fit for the New York Market. It is easy to compute the transaction. If he buys, say, 2500 head of fresh-driven Texan cattle at two cents per pound or $20 per head, they amount to $50,000; to this add $2 per head expense of holding, or $5,000; also add $10,000 interest on money invested; then allow $2,500 for supplies in camp, loss and incidental expenses. The fatted herd has cost $67,500, but it is worth three cents per pound and will weigh 1250 lbs. on an average, and bring $37 50 per head, making a total, for the herd, of $93,750, a net gain of $26,250; or something near fifty per cent. on the capital invested. It is safe to count on receiving one cent per pound gross advance on purchase

price, when the cattle are made fat. Texan cattle of proper age become very fat upon the natural grasses of central Kansas, especially after having been wintered. He keeps four men at an expense of twenty-five dollars per month wages, board not included, who are sufficient to attend twenty-five hundred cattle for the stock is neither herded or lotted, but simply kept within bounds by outriding the country, and the time is brief before the stock becomes contented and "homed" to the locality and lose all disposition to ramble or stray off. Stock held in this manner does far better than if close herded and confined nightly in corrals. Mr. Shaeffer is a man of superior judgment on all matters pertaining to live stock operations and is a man of convivial jovial habits; one whom success does not elate; one who has many warm friends among stock men. Who does not if but fortunate in his operations, and the name of successful is bestowed upon him?
one set of yards and one market. There are, undoubtedly,

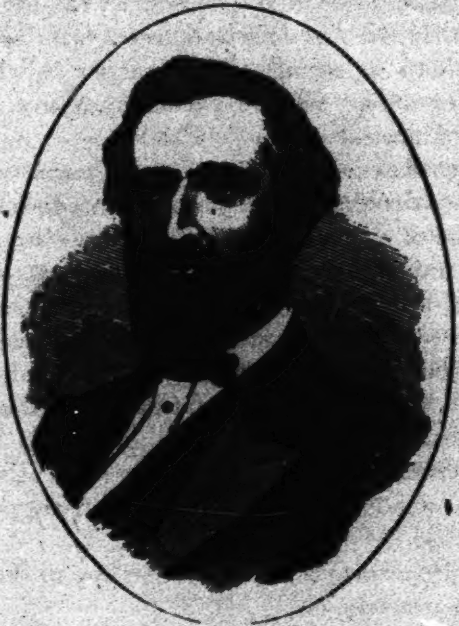
It is a proposition upon which cattle feeders differ, whether it is most profitable to full feed Texan cattle on grain or "rough them through," or "range" them upon the plains during winter and fat on the grass the succeeding summer.

The advocates of each method can offer substantial, and to their own minds, conclusive reasons in support of their favorite method.

We apprehend that locality is the key to the correct solution of the problem.

Very profitable operations are made corn-feeding Texan cattle, when the feeder is a practical man and thoroughly understands his business, and gives it his daily attention. Such a cattle feeder is George Groves of Williamsville, Illinois.

At Chicago, Illinois, is the largest and most complete live stock market in the Union. It is an unanswerable argument in favor of union and concentrated effort, whereby three quarters of a million of cattle and nearly five million hogs, with other live stock in proportion, are annually brought into great advantages, both to buyer and seller, gained by this concentration. Perhaps at no other point in the United States are so many commission merchants located as at Chicago. Many of them do almost a fabulous business in the aggregate, and most of them are good live stock men of excellent judgment, and well adapted to the business in which they are engaged. In some cases they are of the most substantial cattle men of the country—feeders, grazers, traders, and shippers. Of such is Mr. Groves, senior of the firm of Groves Brothers, who is known in central Illlinois as a large land owner, a successful farmer, an excellent feeder, and a genuine good cattle man. He is a native of Pennsylvania, but came with his father to central Illinois at the age of fourteen. This occurred in the year 1836, when that State was comparatively new and lands therein cheap. He early saw and believed in the future value of the rich soil of those re-



GEORGE GROVES.

gions, and spared no honorable effort to acquire a goodly number of broad ſertile acres, which he owns at the present time. He began liſe poor and worked himselſ gradually into the possession of a princely estate. From his earliest manhood he has been engaged in handling live stock—seldom shipping, but annually ſeeding, often several herds, or lots of cattle and hogs. His reputation as a superior and successful ſeeder, is unexcelled, especially as a ſeeder of Texan cattle. Some of the finest and best ſatted corn-fed Texan cattle that were ever received at Chicago, were ſrom his ſarm. Few men understand handling and ſeeding that class of stock better than he. Indeed, no one will excel him as a judge of that class of stock.

In the fall of 1872, he decided to go to Chicago and establish a commission house for the sale of live stock, greatly to the pleasing of his many friends, and to the cattle dealers of central Illinois, to whom he is well known. As a man, he is plain, old-fashioned, matter of fact in style, and possesses a cool, correct judgment, with unquestioned integrity of character; besides, he is substantial, reliable, brimful of "stock sense," and altogether responsible. He bids fair, at no distant day, to rank among the most successful of Chicago's live stock men.

CHAPTER XVIII.

STOCK AND WOOL GROWING IN NEW MEXICO—ALSO IN SOUTHEASTERN COLORADO—PEDRO C. ARMEJO—CHARLES GOODNIGHT—WINTERING CATTLE ON THE UPPER ARKANSAS RIVER—DENNIS SHEEDY.

We have formerly had much to say concerning men and live stock interests of Texas, the Northwest, Kansas and Northeastern Colorado; but we now propose to devote brief space to New Mexican and Southeastern Coloradoan live stock matters.

New Mexico, although comprising an area of more than 121,000 square miles, and a population of near one hundred thousand, and although it is now knocking for admission as a State into the Federal Union, is comparatively little known. This arises largely from the fact that no line of railroad has yet penetrated that Territory, nor until within quite a recent date has one been operated to a point sufficiently near to render the journey other than one of great hardship, requiring weeks of time traveling by tedious and uncomfortable modes of conveyances, over a monotonous, dreary country, under a burning sun. Now the speedy locomotive and luxurious car carries the tourist nearly to the northern line of the Territory, and before many summers wax and wane, one or more lines will penetrate the heart of the heretofore secluded land of the Aztecs.

The Territory, with other domain vast in extent, was acquired by conquest and treaty with Old Mexico, as the mother country is termed, in contradistinction to the New Mexico. Long before it came under the jurisdiction of the United States its adaptability to live stock production, especially sheep husbandry, attracted many persons pastorally inclined.

At the time of its conquest, certain distinctively Castilian families had made it their home, and were engaged in wool-growing upon an extensive scale. The leading families did not lose but rather augmented their prestige after the change of rulers, and ultimately became in a sense, dukes and princes of the land, having under and dependent upon them many thousand human beings of the lower order. Many of whom, under a system of peon laws, were but a few removes from actual slavery—a system of customs and laws whereby a person could sell his services and himself for a stated period of time. Long before the stipulated time expired, necessities, real or imaginary, would arise, and an extension of the peonage would be fixed for a small sum in hand, perhaps a trifle in amount. So from year to year the person would be bound to work for his master who controlled, ordered, and drove him as absolutely and as remorsely as though he were—as practically he was—a veritable slave. But the new order of things arising from this has done away with peonage in New Mexico.

The average New Mexican is a bad mixture of Spanish, Indian, and sometimes negro blood, producing in that warm, sunny clime, a degenerate, unenterprising, go-easy specimen of the *genus homo*, who is in his seventh heaven when he can get enough to eat and an opportunity to "trip the fantastic toe" nightly at the fandango, to lascivious music, in company with maidens to whom virtue is an unknown and unrespected grace, and to whom modesty is a lost sensibility.

The race, as a whole, is, and has been for centuries, at a standstill. The same rude agricultural implements that their remote ancestors used they cling to tenaciously, resisting all innovations of improved machinery. The wooden plow; mowing hay with a hoe; the ox harnessed or yorked by his forehead; grinding done by hand; transportation on little stupid donkeys, scarce larger than a New Foundland dog, are seen everywhere. In short, a population almost, if not absolutely, impervious to progress, either in business, science, education or religion. Their daily fare coarse and meagre; their necessities few; their ambitions none.

Far different is the case with the families of pure Castilian blood, who own most of the live stock found in the Territory. Sheep constitute the principal live stock interest, and in numbers aggregate many millions; and in value, as in numbers, they out-rank cattle and all other classes of stock.

Along the water-courses a sparse and stunted growth of reddish prairie grass affords a limited supply of hay; but as there is good grazing the entire year, hay is not extensively made or needed. Of that made, by far the greater portion is mown with the common field hoe. Imagine a troupe of men going to the hayfield with hoes in their hands, and ask, can this be in the United States and in the Nineteenth Century?

The uplands and plains are covered with gramma grass, with an occasional tract abounding in the buffalo grass peculiar to Colorado. The gramma grass is superior food for sheep, and in that winterless clime can always be had in abundance. But a small portion of country is under cultivation, and that along the streams in the valleys where irrigation is practicable and easy. The upland, embracing by far the largest portion of the territory, is used, if at all, only for grazing purposes. It belongs principally to the general government. Some large tracts are held under old Spanish or Mexican grants made prior to the Mexican war of 1848 and confirmed by treaty of cession.

Upon the vast, almost limitless plateau, range countless thousands of degenerated sheep, in flocks of three thousand or less, cared for by one person, a "greaser," accompanied and aided by one or more sagacious, powerful shepherd dogs, which maintain a perpetual vigilance over the flock. With the speed of a racer they go to obey the command of the shepherd, and turn the flock as directed. The dogs are reared with the sheep, sucking a ewe, in puppyhood; and the flock is lost without its attendant dog and guardian. Woe betide the unlucky coyote that essays to feast on mutton! If the shepherd dog is apprised of its presence he will speedily annihilate his wolfship. They are very strong and rugged, and as brave as they are muscular. They are an indispensible adjunct of sheep husbandry in New Mexico. A "greaser" shepherd will sigh to lose his friend, groan if his wife or child dies; but if his dog is lost by death, his grief is overwhelming and his anguish cannot be assuaged. The flocks are enclosed in corrals at night, the shepherd sleeping with them, whilst the faithful, vigilant dogs maintain constant guard outside the corral. The corrals are located in the centre of a large grazing district, and as many as eight, ten, or twelve flocks, of three thousand each, nightly rendezvous in the same centre going out in different directions in the morning. The grown wethers are kept in separate herds from the stock sheep and lambs, and are usually sent out to the most distant herding posts. The fare of the shepherd is very common, coarse and scant, being a little coarse meal, goat's milk and kids flesh, all served in the rudest manner and highly seasoned with native pepper used in every dish by Mexicans. Onions are the favorite vegetable, which grow to wondrous size and in the greatest profusion. Flocks aggregating thirty thousand are under the general control and supervision of an overseer, or *major domo*, who is required to look after the general interest of the whole and see that all needed supplies are provided. He receives about $25 per month, the shepherds from $10 to $15 per month in specie. Your Mexican to this day has no use for the greenback, and cannot see any value in a National bank note, hence will accept nothing but gold or silver coin.

The "Greasers" are the result of Spanish, Indian and negro miscegenation, and as a class are unenterprising, energyless and decidedly at a stand-still so far as progress, enlightenment, civilization, education, or religion is concerned. The rudest and most primitive modes of life and of making a living, such as their ancestors practised five hundred years since, are entirely satisfactory to the present generation, and they look with profound, suspicious indifference upon any proposed innovation of ideas, modes or implements of husbandry, such as mark the advancement of progressive nations of the nineteenth century. Such being the situation but little progress in breeding superior blooded stock is not to be found or expected in New Mexico.

It is claimed that their flocks of sheep are descended from imported Spanish merinoes. There is nothing in their general appearance or fleece that would go to substantiate the assertion. But upon the other hand, the general appearance, the fleece, and the form of the Mexican sheep, would indicate that its relation to the pure blooded Spanish merino of the northern State, is as distant as the era of creation. Nevertheless there is one strong argument in favor of the proposition, that is, that when the Mexican sheep is crossed with the pure blood merino, the offspring will approach the type of the pure blood at an astonishingly rapid rate. Indeed it is claimed that a far superior flock of sheep can be secured by the first cross as above, than from a similar cross with the common coarse wool natives of the north. So satisfactory have the results proved to those who have tried on a large scale the crossing of Spanish merino bucks and Mexican ewes, that it is confidently claimed and asserted that a superior sheep for the western plains can be produced in this manner over any other. It is claimed that the Mexican ewe, like the Texan cow, when crossed with pure bloods, transmits its hardy constitutions, and above all its energetic industry to the offspring, which inherits the form, size, appearance and condition of the male. We believe it is a conceded fact that for ranching in Colorado and western Kansas, that Mexican ewes as a base, are superior to all others. This may and perhaps does arise from the fact that Mexican sheep are cheap, hardy, industrious in seeking food, and perfectly adapted to living on the grass the year round without other food or any special care or attention other than to prevent their destruction by wild animals.

Many thousand ewes can be had for from fifty cents to $1.25 per head, taken at the Mexican ranches, and can be bought delivered in Colorado at $2.00 to $2.50 per head.

An average flock of wethers will weigh about seventy pounds gross, and dress about thirty-five pounds of mutton, which, it is claimed, is superior in flavor, juicyness and tenderness, to northern mutton.

SEN. PEDRO C. ARMEJO.

A limited number of families, mostly pure Castillans, have absorbed and now own nearly all the flocks of New Mexico. Prominent among the number is the Armejo family, whose flocks are estimated to aggregate fully two hundred and fifty thousand head of sheep.

The number of "Greasers" required to take care of, herd, shear, and mark this great number, is over one thousand who, allowing five persons, women and children, to be dependent upon and belonging to each man employed, would aggregate six thousand human beings, and would constitute a city of pretentious numbers.

The late Pedro C. Armejo, a young, enterprising gentleman of Albuquerque, opened up a considerable trade in sheep with Colorado, driving from ten to twenty thousand head annually. There was no trouble in disposing of the flocks to the mining towns and cities, or to parties desiring to embark in wool-growing in Colorado. Sen. Armejo had established a lucrative trade, one that afforded bright prospects for great profits. In an evil hour he perished. Charity for the living and pity for the dead alike forbid us to mention the cause of his untimely death. He was a young man of enterprise and the possessor of a bright, vivacious intellect, whose future prospects, so far as wealth could go, were as golden as the heart could have wished.

He was thoroughly educated at St. Louis, Mo., and when through with college, went to New York and took a position in a Wall street banking house for the sole purpose of securing a complete practical business education. At the end of four years he returned to New Mexico and enthusiastically engaged in wool-growing and droving to Colorado.

Flocks of Mexican sheep shear, on an average, about two pounds of wool, which sells in Philadelphia for twenty to forty cents per pound owing to its cleanliness and fineness.

As no expense whatever is incurred on account of feed, and but little for labor, the business of wool growing is very profitable in New Mexico; it will be tenfold more so when full-blooded Merinos are thoroughly introduced.

The wool is baled much like cotton, and freighted with ox teams to the railroads in Colorado, and shipped principally to Philadelphia.

Certainly no finer opening exists in the West than in Southern Colorado and New Mexico in wool growing. To one whose tastes, habits and bent of mind will permit him to embark and continue in sheep husbandry, a sure reward and great wealth is almost certain.

There are, comparatively, but few cattle in New Mexico. Although it is in many respects a good cattle country, yet it is better adapted to sheep. There are, however, some large stocks of cattle. It is claimed they do full as well as in Texas.

That portion of the Territory of Colorado lying east of the Rocky Mountains has a natural subdivision constituting two distinct districts. This natural line of separation is the water-shed, or grand divide, between the waters flowing into the Platte, Republican and Smoky Hill Rivers, and the waters that flow into the Arkansas River. It starts out from the mountains just north of Pike's Peak, and is traceable almost to the State of Missouri.

That portion of country south of the divide constitutes Southeastern Colorado, and as a distinct section deserves more than passing notice. It is watered by the Arkansas and numerous tributary rivers and creeks, and, as a whole, is one of the finest, if not the finest, live stock country on the Continent. The winters are very mild, the air pure, the climate healthy, the grass fine; in short, nature seems to have exhausted herself in favorable combinations in its make-up. In this district are located many of Colorado's grandest live stock enterprises, including both cattle and sheep. It is a question upon which the present population is greatly exercised, and party lines are closely drawn, whether it is better for sheep or cattle, and which interest shall control and possess the country. An incipient war has been waged between the two factions for several months, which has greatly hindered the development of the country. But all matters of dispute are likely to be speedily and amicably settled. The region is penetrated by the Kansas Pacific Railway, the Atchison, Topeka & Santa Fe and the Denver & Rio Grande Railroads. The two latter lines will soon be extend- into New Mexico. Southeastern Colorado is more nearly stocked up to the full capacity of the country with cattle and sheep, than any other quarter of the territory; but yet there is abundant room for more. The original stocks were from Texan cattle and Mexican sheep, upon the former of which have been crossed Durham bulls, and upon the latter Merino bucks; in both instances with the most satisfactory and profitable results.

Nearly the entire Arkansas river front for a distance of one hundred miles east of Pueblo, is already taken for stock ranches. Many young men of energy and determination have successfully established themselves and laid broad foundations for great wealth in southeastern Colorado, some of whom have already attained creditable success and distinction. Among the latter may be named Charles Goodnight, resident six miles west of Pueblo City, upon the banks of the Arkansas river, near the foot of the mountains. He is a native of Illinois, from which State, at the age of eleven years, he went to the northwestern frontier of Texas, where he remained until years of maturity. He was born upon a farm and was reared to a full knowledge and experience of the hardships and toils peculiar to that vocation. That fitted him, to no small extent, for the privations and labors incident to a wild frontier life—such as was inevitable to a life in that section of Texas—which was subjected to the predatory and bloody incursions of hostile Indians upon one side and bands of lawless Mexican banditti upon the other, rendering life and the prosecution of business a continual hazard—a perpetual excitement. But young Goodnight was determined to do something to raise himself from poverty's humblest rut, and was prepared to forego the comforts and luxuries of life and endure any necessary privations and hardships that lie in the path to honorable success and fortune.

After being in Texas a short time he in company with another young man, took a herd of four hundred and thirty head of cattle, mostly cows, to keep for a term of nine years, upon the shares, i. e.: One half the increase to be divided and branded annually. At the close of the first year they had raised only sixty-four calves all told, the half of which was thirty-two, and the half of that was sixteen calves, worth about three dollars per head. The result was decidedly discouraging, and the young men were disposed to give up the enterprise, but upon being encouraged by their patron they determined, although they did not have a cent in money, to see the contract through.

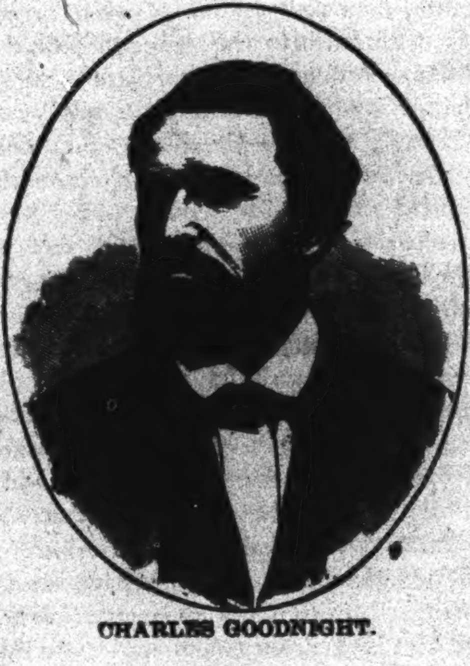
So mounting their cow ponies, of which they had but one each, they again went to the range determined to wrest success from dame fortune, and to carry out the contract to the letter, whether it proved profitable or otherwise.

It was a turning point in Mr. Goodnight's life—one that well illustrates the firm determination of character that has marked his career, and has contributed to his honorable, future success. At the end of the stipulated term, the young men had as their share of the increase, including some small purchases, four thousand head of cattle worth $8.00 per head, aggregating $32.000 in value. His prospect to secure an ample fortune speedily was all that he desired.

But about this date the civil war began, which dashed to earth the bright prospects of the young stockmen. The Confederates took large herds of their stock, and of course paid the rightful owners thereof nothing for it. After serving a few months in the Federal ranks on the frontier of Texas, Mr. Goodnight decided to gather his stock and move it out of the State. Accordingly he started his herds across the Staked Plains and drove them into New Mexico and Southern Colorado, where, to his happy surprise, he met cattle buyers to whom he sold out at very remunerative prices.

Mr. Goodnight's first venture as a drover was not only of itself a success, but it developed to him a channel or method through and in which he decided there was a golden harvest for him in the immediate future.

Therefore he lost no time in returning to Texas, where, with the proceeds of his Colorado sales, he was enabled to purchase the entire stock of his former partner, consisting of



CHARLES GOODNIGHT.

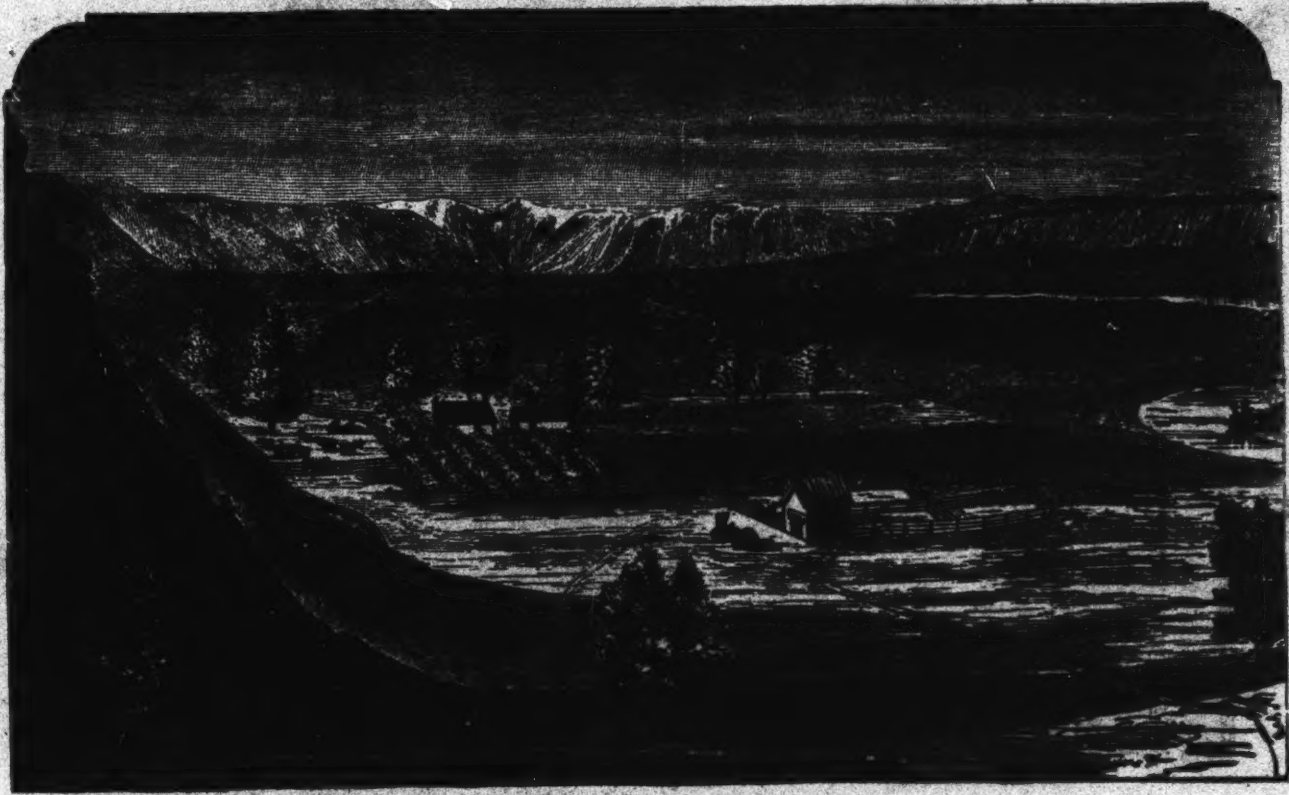
seven thousand head of cattle. This purchase was made of his former patron instead of partner.

As soon as the stock could be gathered it was put upon the trail for Southeastern Colorado. But the journey was not made without danger, exposure and severe Indian fighting almost daily whilst crossing the Staked Plains, a distance of about four hundred miles. In one of these hostile attacks the Indians killed his partner and captured a large number of the cattle.

With the remaining herds Mr. Goodnight sorrowfully made his way, through daily dangers and untold privation and hardships, into Colorado.

The losses *en route* by Indians were so great that the advanced prices realized in Colorado for the remainder of the herds did not cover entirely first cost of the stock.

Not daunted by the bitter, sorrowful experiences of the previous year, Mr. Goodnight renewed and continued the business of droving for the three succeeding years, realizing a profit of $104,000, a part of which belonged to the heirs of his former partner. The year of 1871 he operated in connection with Mr. Chisolm, and cleared $17,000. He has retired from droving, and two years since put a stock of cattle upon his ranch amounting, in cost value, including $3,000 paid for Durham bulls, to $26,650.00. At the end of two years, by actual record kept for business purposes, the operations stand: Value of cattle now on hand, $27,950; amount realized from sales of stock, over and above the expense of keeping the stock two years, $17,925; which, added to present value of stock, aggregates $45,875; from which deduct the original investment, and the net profit for the two years' operation is $19,225, or $9,612.50 annually, or 36⅔ per cent. per annum—which ought to be a satisfactory per cent. profit, and an equally satisfactory exhibit in favor of Southeastern Colorado as a cattle country. For the benefit of any reader who may be looking toward Colorado and indulging thoughts of entering its borders to become stock growers, we submit a



CHARLES GOODNIGHT'S RANCH

statement of Mr. Goodnight's live stock assets, as appears in an inventory upon his own books kept for business purposes:

400	Texan Cows,..................	$15 00	per head,....................................	$6,000
400	Graded Cows,..................	20 00	per head,....................................	8,000
150	three-year old Steers,..	20 00	per head,....................................	3,000
300	two-year old Steers,....	12 00	per head,....................................	3,600
550	Yearlings,..................	9 00	per head,....................................	4,950
48	Bulls,..................................	50 00	per head,....................................	2,400
1848	....		Total value,............	$27,950

The reader may rightly conclude that the above estimated values per head are really lower than are warranted, but it is not the purpose to overdraw the business of stock-ranching. These specific results are given in order that the reader may have a correct conception of the magnitude and profitableness of the live stock commerce between Texas and Colorado during that period, and the profitableness of stock-growing in southeastern Colorado, and not in any sense for the purpose of boasting.

Having attained, at least to a reasonable degree, the goal of his ambition, to-wit: a substantial competency, won in an upright honorable business; in the pursuit of which he had spent twenty of life's brightest years, living at best in dug-outs, cabins and tents, and often day and night in the open air, enduring hardship, privation and deadly danger, Mr. Goodnight determined to settle down and seek the comforts and quiet repose of a good home, and to bring around himself those tender endearments without which wealth and life itself is but a blank and a failure. Accordingly, in 1871, he made a purchase of a portion of the "Nolan Land Grant," situate south and west of the city of Pueblo, Colorado, and well located for a large stock ranch, and a desirable home. There he erected his residence, to which soon after he brought one of Tennessee's fairest daughters.

Besides his present live stock interests he stands at the head of the Stock Growers' Bank of Pueblo, an institution especially designed to accommodate the rapidly developing live stock interest of southeastern Colorado.

From early childhood Mr. Goodnight's life has been spent upon the frontier where educational facilities did not exist. Nevertheless he has by application, since attaining the years of mature manhood, educated himself. Naturally he has superior talents and endowments to which he joins a rigid and circumspect moral character, and a diffident modesty rarely met with in the west, which prompts him to shrink from rather than seek publicity. Indeed it may be truthfully said that he despises notoriety and does not desire to appear conspicuously in print. Had the Author been dependent upon him for the items concerning events of his history this sketch would never have been written.

By nature he is gifted with a genius fitting him to command, even in a land of sovereigns. His life, although cast upon the wildest frontiers and subjected to the rudest circumstances, has been such that he has not lost the higher, nobler, tenderer feelings and sensibilities of an exalted manhood. The secret of his gratifying success is his diligent, persistent application to, and study of his business until he was a complete master thereof, both in theory and practice, coupled with an upright life and an unswerving integrity of character. He has no superiors in the great new west, and his success has been as deserved as great.

It has often been truthfully observed that an inherited fortune ninety-nine in every hundred cases, is an actual curse instead of a blessing to the legatee; especially if he be a young man who has never had to think, or do business for himself.

Whether this proposition is absolutely correct or not one thing is certain, nine hundred and ninety-nine of every thousand successful business men in the west began life extremely poor in cash capital—rich only in energy and manly determination.

It would seem to be a correct proposition that the best inheritance a young man can possibly receive, is a clear, well developed and educated mind—good fixed moral principles, energy, and an honorable ambition, with the necessity for self exertion before him. It seems to be true that no one is or can be born with correct ideas and knowledge of business. No matter how good a business man the father may have been, the son must needs go through a certain amount of trenchant drilling or experiences before he can comprehend or know how to conduct business successfully. And it is far better that the phases of business life, and a knowledge of correct business principles be learned by actual experience when one is young and poor, than to begin life with hands full, and in after years be compelled to begin anew and not only learn correctly but unlearn all that has been erroneously acquired before. It is indeed more difficult to correct a faulty or false business education and fixed habits, and then learn or acquire a correct knowledge and habits of doing business than to learn correct ones at the beginning.

It does not seriously hurt the child if it totters and falls to the floor from the first stair-step; but if it is carried to the top of the stairs and placed upon the highest step, without a correct knowledge of the effort and manner of its getting there and the danger of falling; its fall to the bottom will be far more probable (and possibly painfully disastrous) than had it climbed up step by step unaided.

The reading public is interested in the history of the early, first efforts of a young man just starting out in the world for himself. The smallest incident or event that tests and indicates the metal of which he is composed is noted with deepest interest—far greater than is manifested in the largest business transactions successfully consummated in after life, when the trying reefs and shoals of poverty and temptation have been passed and the deep, serene harbor of great wealth fully attained.

When a young, inexperienced boy of tender years is thrown upon the world to struggle and provide for himself, surrounded by every imaginable temptation, and allured by gilded vice and iniquity upon every hand, with no one to encourage his efforts toward the path of rectitude and success, but a legion beckoning to ruin; we hail with joy the youth emerge unscathed, circumspect in morals and strong in good, well-grounded principles, into bright, promiseful manhood and honorable success. We feel instinctively that for such the world has a sure and bountiful reward and humanity honorable plaudits.

Such an one is Dennis Sheedy, a young stockman well known throughout the West and upon the Pacific Slope.

Born in Massachusetts, at the age of twelve years he was thrown upon his own resources, his father dying broken-hearted from financial reverses and losses which swept his ample fortune away as the furious blast of the tornado sweeps the dust from the street. At this tender age the youth went to the State of Iowa and entered a large wholesale and retail grocery store, in which he remained for five years. In that time he acquired a thorough practical knowledge of the business, including the minutest details.

When he left that establishment it was to cross the plains to Denver. He went in company with a number of teams loaded with freight for the mining districts. Paying a small stipend for conveying a limited amount of baggage, he walked nearly the entire distance.

Arriving in Denver with but a few dollars in cash, he industriously set about obtaining employment, which he soon found in a wholesale and retail grocery and provision house doing a very large busines

Although his salary was good, the expense of living was so great that he soon found no money could be saved in that situation, and he determined to abandon it, greatly to the disappointment of the proprietors. He had went West to seek a fortune and not a mere living, and he determined to go to Montana and try mining. Accordingly he set out over the mountains early in the spring before the snows were off, and endured great suffering and hardship from the cold winter storms. Yet he pushed on, arriving in Montana with only a few dollars, but in good time to begin mining in the spring of

1864. Too poor and inexperienced in mining to begin on his own ac count, he went to work for a salary per diem.

He was then but eighteen years old and unaccustomed to rough out-door labor, and not of a rugged frame. There were several muscular miners employed upon the same work, and they thought it fitting sport to seek to overdo the young man and drive him from the situation. Upon one warm afternoon when they were wheeling over long gang planks, heavy wheelbarrow loads of rock and debris, the young man having drank too much water and becoming overheated from great exertion and labor, fell fainting and exhausted from the gang plank. This was the signal for coarse guffaws of laughter from the miners, but the young man soon revived, and to their astonishment, although he was pale and tremulous, remounted the plank and took his wheelbarrow and did do his part of the labor. This was an unexpected manifestation of genuine pluck, which elicited the admiration of the hardy uncouth miners. Young Sheedy told them he came to Montana to mine and he proposed to do it, or die in the attempt; and he did not die, but continued to work for wages until he had earned a net $150.

Then he joined an experienced miner and bought a claim which they soon resold at a snug profit, and another claim was bought and sold.

He continued mining and trading in mines for three months, then bought a small stock of groceries and began business upon his individual account, which he conducted until fall. Then selling out he went to Utah Territory, where meeting an opportunity he sold his gold dust at good figures. Taking an account of his financial standing, he found he had $7000.00 in greenbacks as the result of seven months operations in the mines, which he had entered almost penniless. This he regarded as a very encouraging exhibit.

Having had a thorough schooling in adversity he was fully apprised of the actual value and power of his means. It was the nucleus to which he could add daily—the key to the pandora box of future fortune—the trenchant blade with which to hew his way to wealth.

Not wishing to spend the winter idly, he embarked in a general merchandising establishment to his great profit, and the following summer made two successful and remunerative trips to Montana, taking train loads of supplies to the mines, each time selling train and freight at fine prices.

Having acquired a snug capital and a thorough practical knowledge of business, he felt and foresaw the future need of a more complete knowledge of commercial law and the theories of commercial transactions. Accordingly he went to Chicago, Illinois, and entered a Commercial College of high repute. In six months, by dilligent application to his studies, he advanced to the front of a class that had been one year in the college. His progress was unprecedented.

While trading in Utah he had observed that the domestic labors of Mormon wives were almost universally performed with and by an old-fashioned large fire-place. He concluded that a train load of cookstoves would be a "hit." So upon leaving college he purchased a cargo of stoves and necessary trimmings; also wagons sufficient to carry them, shipped the whole to Des Moines, Iowa, from whence he freighted them with ox teams to Utah.

Single stoves that cost $24 each in Chicago, sold readily in Utah at $125 to $175. Of course the profits were enormous.

Reloading his trains with supplies he turned it toward Montana in which, not finding a purchaser, he stored his goods and wintered his teams and early the following spring reloaded the supplies and started for Idaho. He encountered deep snow and extremely cold weather in the mountains. Often his progress would be blocked for days by immense snow falls and drifts. Finally, the summit passed and the perilous descent accomplished, a good market was obtained in the Lemhigh mining district. Returning to Montana he sold his teams and the following spring bid adieu to Virginia

DENNIS SHEEDY.

City so long his home, his center, his base, and went to the city of Helena, where he spent a year merchandising and trading. Then he put a loaded train on the road from Utah to White Pine, Nevada, where, upon arriving, he sold out at good figures, and then took a trip to California.

Feeling that he had seen and experienced enough rough, hard life, clambering over mountains, enduring privations, racking hardships and exposures of life and limb, and that he had acquired a reasonable amount of capital, he determined to look about and seek a country to his liking and settle himself permanently.

In pursuance of this decision, he took two or three trips into Southern California and Arizona, and one trip to Old Mexico, but without finding the goal of his desires. But while upon a trip in Arizona he met several Texan drovers, with herds, *en route* to California, and from them heard with profound interest of the great numbers, and low prices of cattle in Texas, and inwardly resolved to visit the Lone Star State upon a trading expedition.

Accordingly he took the train for New York City. From thence he leisurely passed to Texas by rail via Orleans. Arriving in the stock growing regions he found, like the ancient queen, that "the half had not been told." Soon after arriving he purchased two thousand good beeves and put them on the trail for California via Western Kansas. But upon arriving at Abilene, in the excellent season of 1870, he received such liberal offers for his stock that he decided to sell out, which he did, of course at satisfactory figures.

On returning to Texas the following spring he found that full too many cattle were being driven, and decided that in Western Kansas during the season, would be the place to purchase cattle advantageously. His judgment proved, as usual, correct.

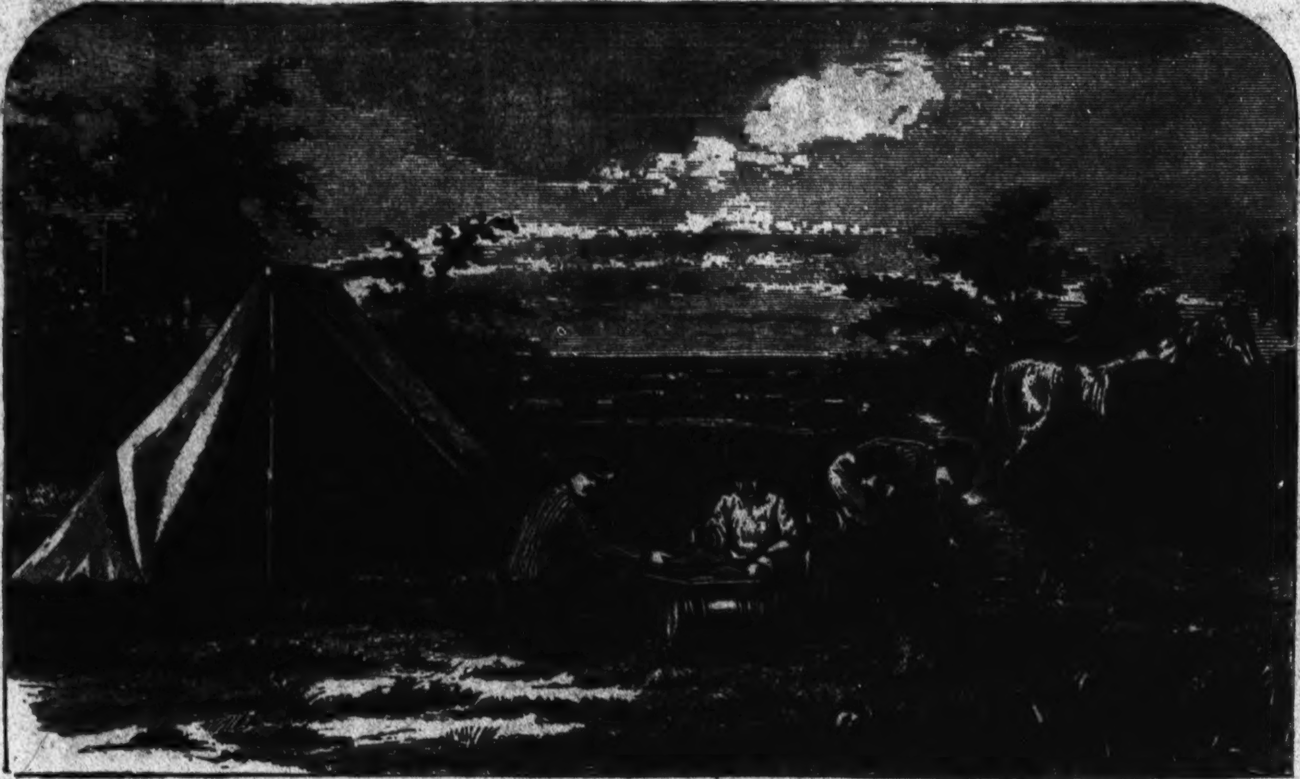
During the summer he made a purchase of seven thousand head of mixed cattle. Meeting an opportunity to resell three thousand head of his purchase, he put the remaining four thousand into winter quarters on the Arkansas River, in Colorado, near Ft. Lyon. Selling a part of his stock the following summer, he sent thirty-five hundred head into Nevada, where, in the valleys of that State, he established a temporary ranch. The, following year he marketed near one thousand head of fat beeves, shipping by rail to San Francisco, a distance of 600 miles.

He regards Nevada as a good cattle country, although subjected to heavy snow-falls, endangering great loss by covering the feed, entailing starvation upon the herds. His herd has also increased by breeding near one thousand calves.

With the immature stock a remarkably fine development was made, the effect of transplanting them to more northerly climes and pastures. Indeed this same improvement is plainly noticeable in young Texan stock transplanted to Kansan and other ranges north of Texas. A less growth of horn and better development of form and flesh are the improvements noted.

During the fall of 1873, Mr. Sheedy made a purchase of fifteen hundred head of steers at panic prices and sent them into the upper Arkansas river country, and there placed them in winter quarters near Fort Lyon, Colorado.

That portion of country along the Arkansas river for a distance of three to four hundred miles east of the Rocky Mountains, is regarded as a very superior stock country and especially well adapted to wintering stock upon the range. Mr. Sheedy regards it as superior to any other known locality in Kansas or Colorado. In that district he has tested wintering cattle twice, both times escaping disastrous storms and serious losses of cattle. The winters being mild, no cold storms sufficient to warrant calling the season winter, but little other protection is needed for the comfort and convenience of the herdsmen than a common tent, such as is used in summer herding. Indeed for many weeks in the winter months the weather would be as fine as that of September or May in other more northerly latitudes; the warm



WINTER HERDING UPON THE UPPER ARKANSAS RIVER.—DENNIS SHEEDY'S CAMP.

bright sun shining for scores of consecutive days. Water is abundant, the range unlimited, and of number one quality. Of course the attempt to winter cattle under such circumstances could scarce fail of success.

Mr. Sheedy may be regarded as a cosmopolitan live stock man. His operations have extended and now are conducted upon both sides of the Rocky Mountains, and he is familiarly known among stock men in Texas, Kansas, Colorado, Nevada and California. And wherever known is regarded as a prudent, cautious, thinking business man; one who will not rush headlong into any operation whatever, and never invests until he has fully calculated all contingencies and sees his way through clearly; then never beyond his own means. Having made the latter a rule of his business life, never having signed more than three notes, he rightly attributes his success largely to his persistent adherence to the rule.

Bank interest eats up the profits and substance of hundreds of stockmen annually. It is an insatiable leech industriously sucking life-blood both day and night, whether the day is sacred or secular, sunny or stormy, or whether the markets are good or bad it matters not; "the cry is give! give! continually."

Mr. Sheedy is by no means a timorous, vacillating operator, but when his judgment endorses, he is a nervy, bold trader. He is quite a young man, not having entered his thirtieth year, although his experiences are as great, trying and varied as are those of many years his senior. He may be justly proud of his success, wrought out and attained unaided with his own hands and head. But that pride is not of that vulgar stamp which often characterizes young men of great wealth, but having bared his bosom in the cause of fortune, and wrested success from adverse circumstances and untoward conditions by his own application, energy, sagacity and ability, he may well feel that life has not been a failure. Having acquired a goodly fortune, he now seeks to adorn the mind and fit the man for a walk in life upon a higher plane than that of the mere love and acquisition of money, or the gratification of appetites or passions. His ideas of the purposes and correct aims of life are exalted and his habits and principles fixed upon a firm basis, and having been tried in the ordeal of western life, are as irreproachable as unalterable.

Personally he is impulsive and warm in his attachments, sauve and affable in his manner, kind and courteous, though reserved and reticent among strangers. In all his wanderings in the wild West, mingling with every class of characters and surrounded by innumerable temptations, he has been superior to them, and is free from the most ordinary and, we might say, universal vices which flourish luxuriantly in the great New West. His future is one full of promise and hope; his past, one worthy of imitation. His career stands out high and bold as a beacon light, and it may rightly be regarded as a pleasant oasis amid a limitless, dreary desert of innumerable failures.

The central portions of Kansas afford grand opportunities and landed facilities for extensive combined farming and stock growing operations. The districts drained by the Little Arkansas, Whitewater, Walnut and Cottonwood rivers, abound with broad undulating plateaux, whose deep, black, pliable soil is most easily brought into cultivation, rewarding the industrious, persevering agriculturist with generous yields of every cereal indigenous to a temperate climate. The amount of effort is small required to produce the most bountiful crops of corn, oats, wheat, and Hungarian grass, or millet on a large scale or upon vast areas of land. The entire district in its wild state, is annually covered with a thick rich growth of blue stem grass, affording unlimited summer range, and millions of tuns of hay for winter feed.

The above section of Kansas may be properly classed as an agricultural and live stock country; one where both branches can be successfully and profitably conducted jointly;

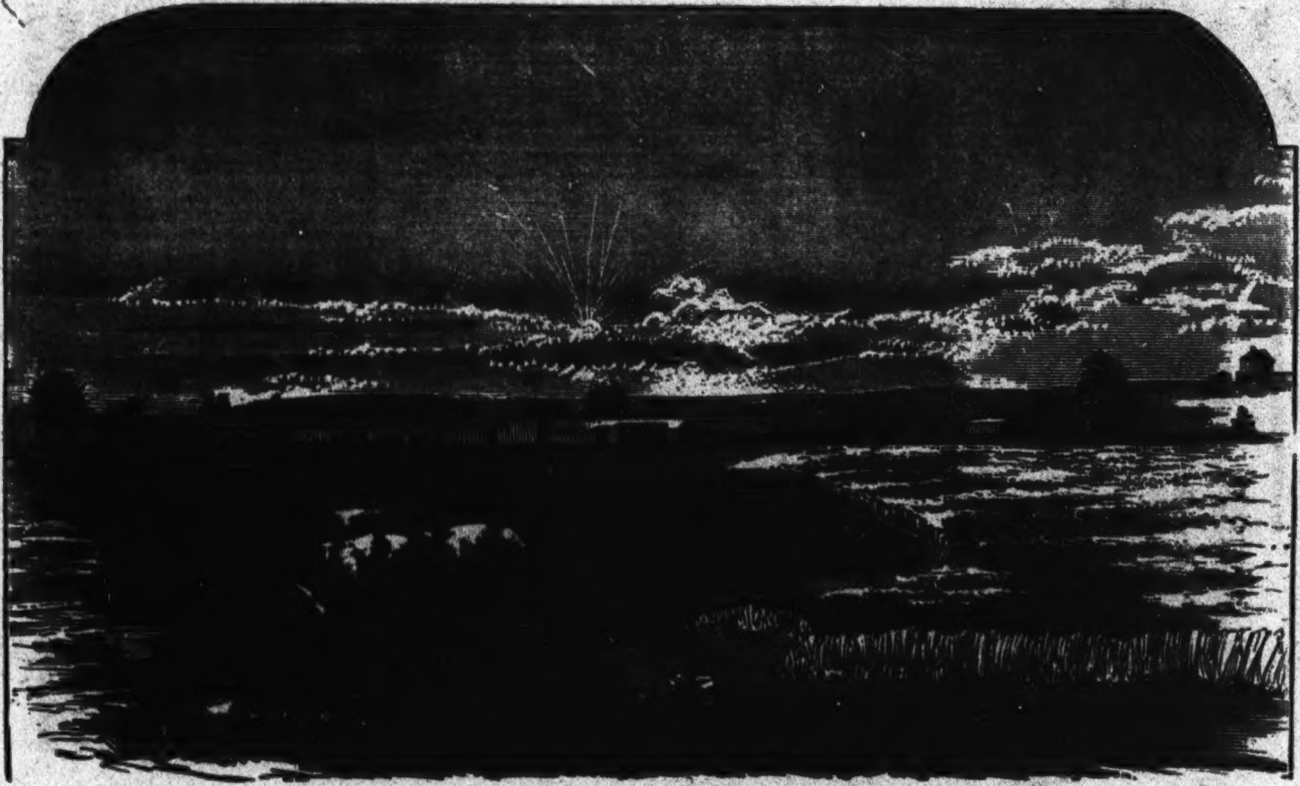
feeding the grain products of the farm to the live stock, fitting it for any mart and thus marketing the grain also.

Within this vast area many large farming and live stock enterprises, in various stages of development, are located, among which none are more notable than that of Albert Crane, Esq., a resident of Chicago, Illinois, and a gentleman of liberal means.

He has located his ranch enterprise in Marion county, Kansas, near the headwaters of the Cottonwood river, in the midst of a grand rich belt of faultless land. He has secured ten thousand acres of land and placed the entire tract under fence, mostly of post and board, the balance post and wire; and erected such houses, barns, cribs, sheds, and yards as enables both man and beast to shelter comfortably from the occasional storms; besides affording requisite conveniences and facilities for substantial living, and the easy handling of large numbers of stock. Already near eleven hundred acres are broken and under cultivation.

It is his plan to bring the entire tract of land into tame grasses—principally blue grass—and to this end has sown one thousand acres of the unbroken wild sod. The wild nature of the land, and the thick, firm turf of prairie-grass, caused this effort to result indifferently; however, in many places the blue grass has taken hold and bids fair to succeed.

Not to be daunted or thwarted, Mr. Crane is sowing timothy, clover and blue-grass seeds mixed, upon one hundred acres of land, which has already been sown to oats or wheat. In this manner he confidently hopes for better success with the tame grass; and it is probable he will not be disappointed. He rightly believes that if he can but secure a good set of blue grass upon all his land that then it will be easy to fatten or winter live stock, without great labor or expense. When he has destroyed the wild nature of the land and the fibrous roots of the native grasses, either by cultivation or depasturing closely and persistently, he will have but little trouble to get blue grass to set and grow rapidly. Then his



ALBERT CRANE'S STOCK RANCH, MARION COUNTY, KANSAS.

highest anticipations of profitable live stock operations will be realized. With abundant blue grass pastures, under the genial clime and mild winters of Central Southern Kansas, producing thick, fat cattle, any month in the year, inexpensively and without hard labor, will be alike practicable and highly remunerative. No bank stock of the present day will pay such handsome dividends.

Mr. Crane has placed upon his ranch a herd of fine thoroughbred Short-horn cattle, of the best strains of blood, one of which, especially—the thoroughbred bull Prince Alfred, a genuine Booth—is unexcelled as a model animal in every respect. To this herd he proposes to add a score or more of select pure-bloods annually, until it takes rank among the leading ones of the West.

Not by any means is his thoroughbred cattle his only live stock interest. More than one hundred of high graded heifers, selected with great care in Illinois, are upon the ranch; which, crossed with thoroughbred bulls, will bring full-blood stock well fitted to any rachman's requirements who is breeding to low grade or Texan cows. It is Mr. Crane's purpose to give a degree of special attention to the production of superior graded animals and to induce as far as possible every Kansas stockman to improve his herd; and to this end will place low prices upon his young grade stock: a commendable spirit worthy of imitation, one that will bear fruits immediately, and for all future time. Indeed it is difficult to estimate the wide-spread substantial benefits accruing to a large community of stock growers by the location and development in their midst of an enterprise that includes among its purposes or aims the propogation and dissemination of pure blood, or high grade stock at prices within reach of those of limited means.

But Mr. Crane's plans and operations are broader than yet indicated. Upon his ranch he keeps a herd of three thousand cattle of low or common grades, of which near one-half are cows and heifers, which brought an increase of twelve hundred calves in the spring of 1874, all bred from thoroughbred bulls. The result of the first cross of this character is to lose every trace, both in form and color, of the southern mother—in short, brings such a class of stock as would pass for good "native" cattle in any mart. It is past all expectation, almost past comprehension, what wonderful good results are obtained by the crossing of Texan or Indian cows with full blood Durham bulls. It is one of the grandest inducements to enter the safe and profitable avocation of stock growing in the great broad west, which affords so many inviting situations wherein are afforded every essential requisite to attain great wealth in the most healthful, honorable, and profitable of all callings.

It is Mr. Crane's purpose to breed and rear cattle rather than to buy and sell them—in brief to be a cattle producer and not a cattle speculator. He also proposes to make his live stock productions fit for the shambles of New York, and to this end cultivates yearly many hundred acres of corn which is fed to the mature cattle during the winter. In short he proposes to full feed every bullock for which he can produce sufficient corn. Each year a larger area will be planted to corn than on the previous. He proposes to soon add five thousand acres of land to his present estate which will then embrace fifteen thousand acres in one compact tract. Upon this large estate we dare say that there are not five acres of waste land, but every acre is almost exhaustless in soil.

In southwestern Kansas are millions of acres as good as Mr. Crane's, in every way adapted to the joint uses of agriculture and live stock production, at prices ranging from four dollars to eight dollars per acre on long time at low rates of interest.

It is true, to project and successfully develop an enterprise of the magnitude and upon the scale of Mr. Crane's, requires large capital, ability and confidence in the capacities and resources of the country. Only a small per cent. of men have sufficient capital to wield such immense enterprises.

AVAILABLE STOCK RANCH LANDS OF THE A. T. & S. FE, R. R.

But it is not essential to highly profitable ranch enterprises that they should be as large as Mr. Crane's. Live stock ranches and herds on a much smaller scale are eminently remunerative, and with only a proper degree of persistent application and patience, will inevitably yield substantial comfort and independence, if not actual great wealth. But few men bring or send large capital to the west, and we deem it proper to point out the great field for capital and the need thereof in the western States and Territories. There capital can earn great profit for its owner, besides doing good and conferring lasting benefits upon multitudes who are shaping and developing the young plastic States of the west. Mr. Crane's ranch is within twenty-five miles of Florence on the A., T. & S. Fe. R. R. and will repay the time, delay and expense of a visit, besides the hospitality and courtesy of its foreman, Mr. Reed, will make the heart glad, and a view of the princely estate and the massive herds will give enlarged views of the broad new west, its privileges and possibilities.

CHAPTER XIX.

THE PRINCIPAL WESTERN RAILROAD LINES ENGAGED IN THE LIVE STOCK TRAFFIC—THE H. & ST. JOE—THE ST. L., K. C. & N.—THE C. & A.—K. P.—THE M. R., FT. S. & G.—THE L., L. & G.—THE A., T. & S. FE—SOUTHWESTERN KANSAS—WICHITA AND GREAT BEND.

Now that the live stock commerce of the west has become one of recognized importance and magnitude, it would seem proper that some mention at least should be made of the principal railway lines over which the larger portion of the live stock is moved to points of concentration; also those which are the favorite and best routes over which the principal shipments are sent forward to eastern points. Of the latter, the Hannibal & St. Joseph terminating at Quincy, where both Chicago and direct Buffalo connections are made, was the first to appreciate and encourage the western cattle trade. And it has never ceased to extend the utmost effort to secure and accommodate a large patronage. Its practical management has ever been from the first opening of the cattle trade, of that far-seeing enterprising character which wins the appreciation and patronage of wide awake shippers. It makes a speciality of the live stock traffic, and is particular to treat the stock shipper in such a fair, honorable manner as secures his warm friendship and patronage. It was the first road in the State of Missouri to place its stock trains practically under the control of its live stock shipping patrons; stopping to water, feed, rest, or if need be, unload and reload any car of stock, when necessary, by reason of any portion of the stock shipping badly—at any station or hour that the shipper might demand. No employe of the road could retain his situation after repeatedly violating this requirement. Of course so humane and considerate a policy could only redound to the roads ultimate great advantage. Such appreciation of the stock shippers interests bears its own rich reward to the Company, in a large list of friendly stock men. But this line did not long enjoy a monopoly of the stock traffic.

Soon the St. Louis, Kansas City and Northern Railroad extended its line to Kansas City, and entered the arena, bidding lively and with a great degree of success for a part of the rapidly increasing live stock freights of the west. By securing a direct connection, by way of Louisiana, Mo.—crossing the Mississippi river on a fine iron bridge—with the Chicago and Alton Railroad—thus reaching by a short direct route, the grazing and feeding regions of central Illinois, as well as the Chicago markets—it gave the St. L., K. C. & N. road the double advantage of offering both St. Louis and Chicago marts to its patrons. Being a line of few gradients or sharp curves, but passing over a level route it has been able to make quick time and to carry live stock in such a manner as to deliver it in fine condition, at its destination. The road with which it does its Chicago business (the Chicago & Alton) stands at the head of the list of Illinois roads as an unequalled live stock route.

There are other railroads which carry live stock freights from Kansas City east, but the above-named are the principal and favorite ones with stock shippers, and do nine-tenths of the forwarding of stock eastward.

Of the several railroads which gather the live stock from the western plains and concentrate it, the Kansas Pacific Railway is the oldest and the first in the stock traffic. But as it has been previously mentioned, possibly too often, in this work it will here be passed, only remarking that its facilities to handle stock and its live stock resources are alike immense and are rapidly increasing and developing.

The next road completed, that bid for the southern cattle trade, was the Missouri, Fort Scott & Gulf road, which made its cattle depot at Baxter Springs. At that point it secured a large stock traffic for several years, but the habit of driving on more westerly trails was so firmly fixed with southern drovers that, coupled with other reasons, it did not succeed in securing and holding the stock business at Baxter Springs to the extent that had been expected. Nevertheless it still receives a portion of the Texan cattle traffic at Baxter Springs, besides no inconsiderable amount of stock shipped from Texas direct via. Missouri, Kansas & Texas Railway. The country through which it passes is an elegant one, well adapted to stock growing and stock fatting combined with agriculture. For the latter the soil and climate is most propitious. In the fall and winter seasons all along the railway line, can be seen numberless well filled corn cribs and feed yards, in which are full fed many hundreds of bullocks preparatory for market.

The third railroad completed to a point which gave it position to compete for the Texan cattle traffic, was the Leavenworth, Lawrence & Galveston. This is operated from Kansas City to Coffeyville on the Southern line of the State of Kansas, at a point sufficiently far west to enable it to enter into sharp competition with all other lines seeking patronage from southern drovers.

From the fact that the line was well built, and is so direct and short that only eleven hours are required to place stock in Kansas City from the Indian Territorial line, and the farther fact that it required less time driving from Texas to reach it, than more westerly and more northerly points; coupled with the additional fact that the practical management of it has been in the hands of live, wide-awake men, who have taken especial pains to satisfactorily serve its live stock patrons; from all these reasons the line has been and is fast growing in decided favor among southern stock men. Of all the lines seeking southern live stock traffic, this one is so situated that it can offer the lowest rates of freight and the quick-

ON THE GREAT HERDING GROUNDS, NEAR COFFEYVILLE, KANSAS.

est time table, hence can place its live stock freights in the Kansas City market in the best condition.

Reaching the very southern limits of the State it has as a grazing district, the entire Indian Territory, which near Coffeyville, its cattle depot, is principally prairie land covered with a bountiful growth of grass. Abundant water for stock and camp purposes with ample wood for fuel, are upon all sides. The whole region is one in which cattle can be held with the greatest ease and the least possible expense, during the summer. The railroad company maintain ample free shipping facilities, and is particular to leave nothing undone the doing of which would add to the comfort, convenience or accommodation of stock men.

The country surrounding the terminus within the State of Kansas, is remarkably fine, closely settled and in a high state of cultivation. Corn is largely grown and cattle feeding either full or "roughing through," is fast becoming a leading and profitable industry, and will in time develope to be a resource of great wealth to the shrewd agriculturist of those regions.

In the Indian Nation on the south are broad valleys in which cane profusely abounds which, keeping green during winter, affords unlimited food for wintering stock; while in the country west of Coffeyville it is hilly and broken, intersected with numerous gravelly rocky living streams of clear water, on either side of which in the valleys immense amounts of hay can be secured, costing only the labor of making it. Here also wintering advantages are afforded which are not excelled in Southern Kansas.

Into those regions in the fall of 1873, several thousand head of Texan cattle were put into winter quarters and cared for during the following winter without sustaining loss in flesh or numbers worthy of note.

The railroad company owns many thousands of acres of good land, a large tract of which, situated farther up the line from Coffeyville, is held or reserved. Upon this well watered tract unlimited summer grazing is afforded to wintered Texas or to native stock. Taken as a whole the L., L. & G. Railroad and its practical managers are deservedly listed among the western and southern stock mens' true friends, and bid fair to be classed among their benefactors.

Perhaps within the borders of no other State or Territory has so great a proportion of the public domain been donated to Railway Corporations as within the State of Kansas. Besides the donations from the General Government divers large tracts of land formerly held as Indian Reservations have passed for nominal considerations into the possession of railway corporations.

As a result of the liberal if not prodigal policy of the Federal Government, Kansas now has a munificent, completed railway system far in advance of its settlement, population, or agricultural development.

Indeed the old order of building railroads into well settled and developed districts has, by the stimulus of land subsidies, been reversed in the west. So that it has become almost impossible to speedily settle or develop a section of country through which there is not in operation one or more lines of railroad. The average American emigrant demands a railroad completed and in operation, to carry him to the immediate vicinity to which he would go as the necessary condition upon which he will graciously deign to accept as a free gift a quarter section of rich agricultural land as a home and a heritage. If Uncle Samuel fails to provide the prerequisite—a railroad—although it may cost a few million acres of his domain—why, Jonathan will indignantly stay in the land wherein he is a dependent tenant. It is expected that the next generation will demand of the Government a petit system of narrow guage railroads upon each quarter section of public land, centering at the most eligible spot upon which a homesteader would naturally be supposed to locate his grain bins; that his crops may be garnered without private expenditure of cash or labor.

A NEW BEGINNER IN THE ARKANSAS VALLEY.

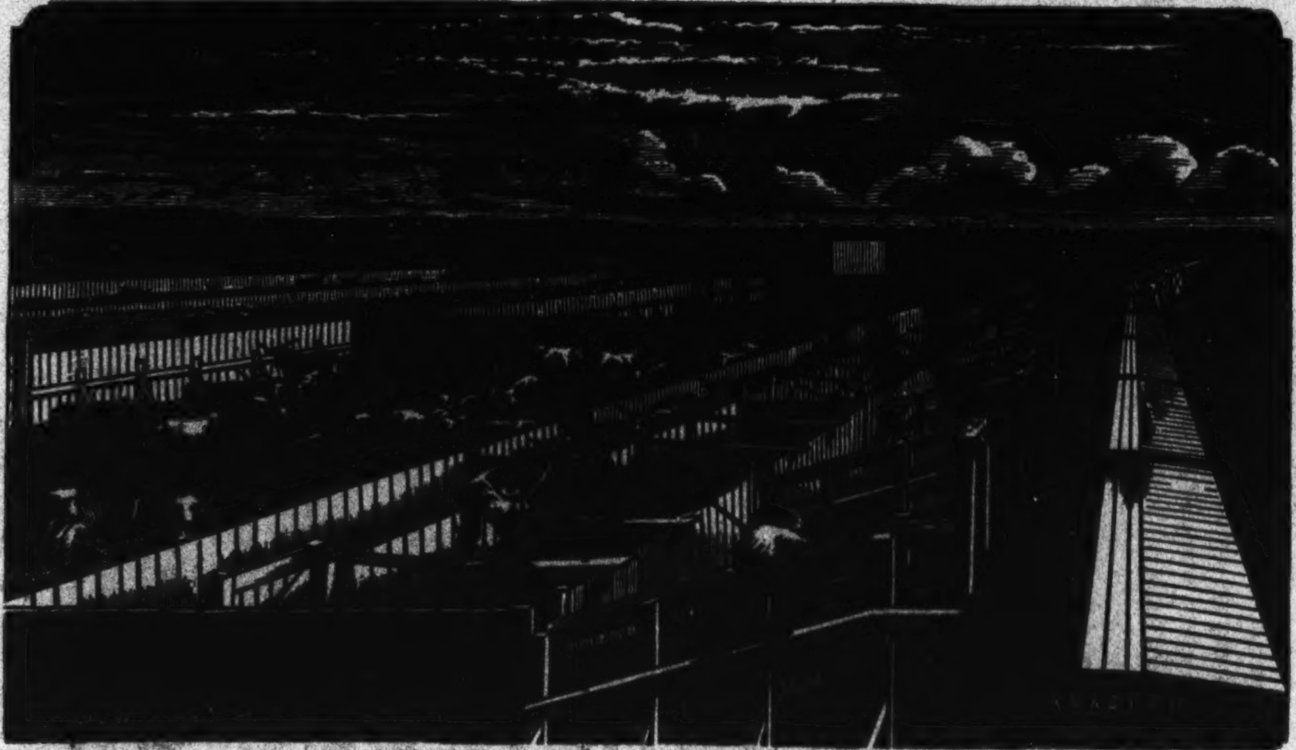
Of all the munificent land grants to railway corporations within the State of Kansas, none excels in number of acres, variety of country, quality and depth of soil, and salubrity of climate, the donation to the Atchison, Topeka & Santa Fe Railroad Company.

As its name would indicate, the line begins at Atchison, Kansas, and passes in a southwesterly course through the Capital city, and through vast coal fields to the Neosho river, thence bearing more westerly it reaches the great Arkansas river up the level north side valley, of which to the western line of the State it passes aggregating a total length of four hundred and seventy miles.

For two-thirds of its length a belt of rich farming and grazing land from ten to twenty miles in breadth, is the munificent gift of the Federal Government.

But it is the province and scope of this work to treat only of such subjects, as have a connection, bearing, or adaptability to the live stock business, or using a phrase more expressive than elegant, "Look at every thing through a cow's horn."

Of the A., T. & S. Fe Land Grant, the western third situated upon the upper Arkansas river, may be regarded as being naturally fitted and adapted to exclusive stock-growing, which of course includes wool-growing. There is water range and shelter for hundreds of thousands head of stock. The grasses are principally of the buffalo grass variety, with occasional broad valleys covered with blue stem. But a small per cent. of the many good eligible stock ranch locations, abundantly near the railroad, are as yet taken. This is true of the government lands (which can be had for the taking), as well as the company's lands. There are uncounted opportunities for live stock ranching operations of as large or small dimensions as the heart may wish. Chances to grow cattle by the dozen or by the thousand annually, and equally as good opportunities to grow wool by the wagon or car load, in a sunny, almost rainless clime, and in a winterless



LOADING CATTLE AT WICHITA, KANSAS.

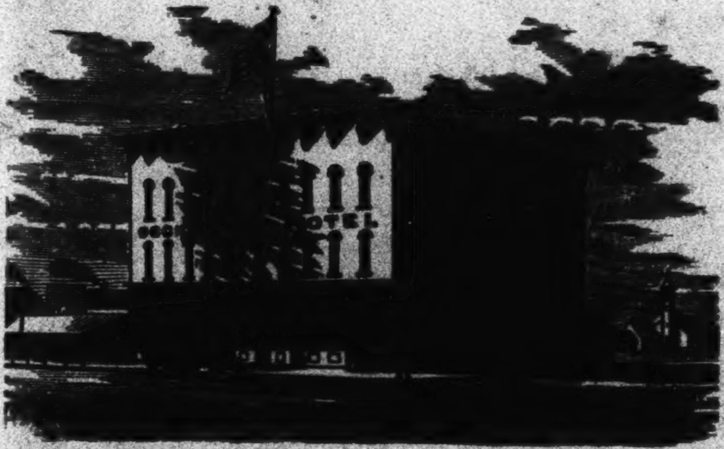
latitude, upon lands to be had at extremely low prices, upon long credit with nominal interest, and all within sight of a railroad, the owners of which are as anxious to promote the general welfare of its patrons and the general development of the country as the settlers possibly can be. This line will be extended during 1874, in a southwesterly direction from Granada, Colorado, its present terminus, in the direction of Santa Fe, New Mexico. The country through which it will be located is unsurpassed on the continent for live stock growing.

But to return, the remaining two-thirds of the land grant is located within that belt in which joint agriculture and stock growing and feeding can be most profitably conducted. The soil is very rich and deep. Water, blue stem prairie grass upon the bottoms or valleys, and buffalo and winter grass upon the uplands are abundant; indeed in limitless supply. Every specie of grain, vegetable or other production peculiar to that latitude can be produced without limit and at the smallest possible expenditure of labor.

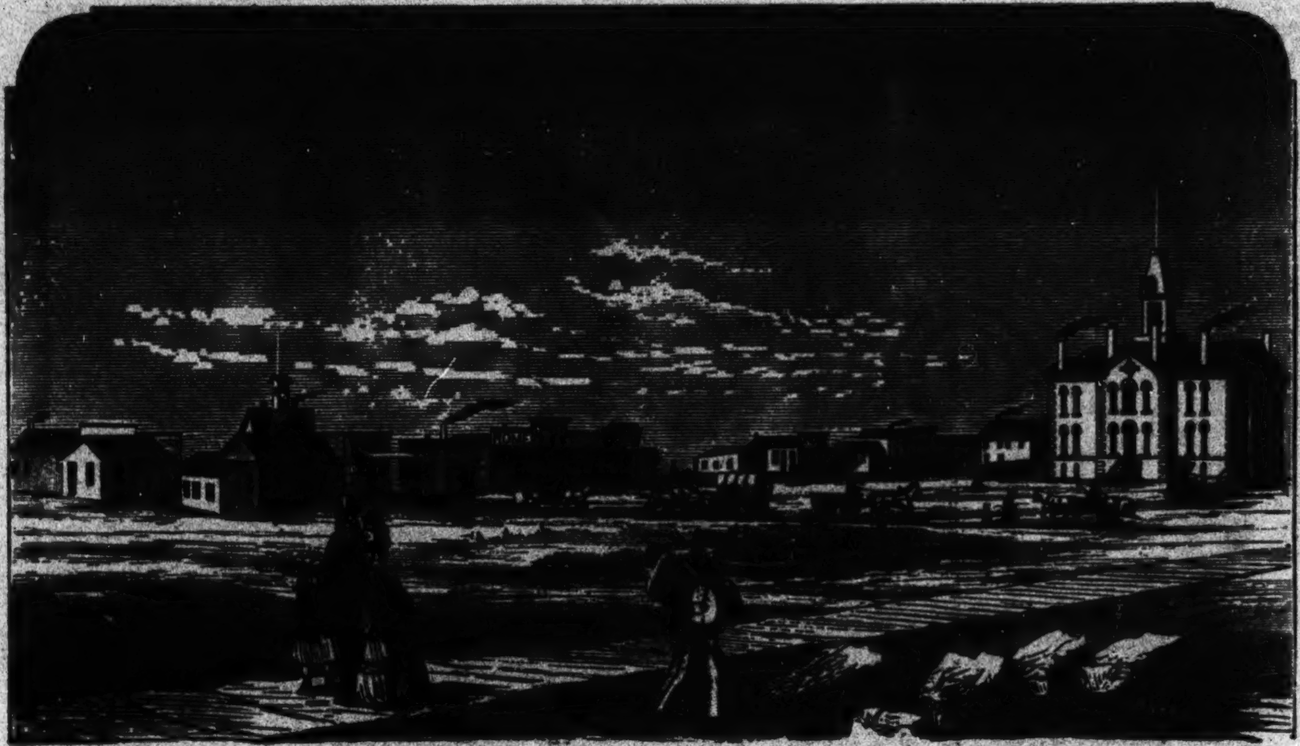
The great Arkansas valley when fully settled and developed, will produce more grain than any other valley in the world.

It is in that valley that the railroad company have established its cattle shipping depots for the concentration and shipment of Texan cattle. In the live stock traffic this line has been a determined and successful competitor of the Kansas Pacific Railway, since the spring of 1871. Its first live stock depot was at Newton, but the rapid settlement of the country necessitated its re-establishment, which was done at Wichita and at Great Bend. Both points are in the Arkansas valley, the first upon a branch railroad, the latter upon the main line.

At Wichita during the first season after the road was completed to that point, a cattle shipment was made of near four thousand cars, which amount was nearly duplicated during the following year. So great a commerce thrust suddenly upon the town created an unprecedented demand for business accommodations, store rooms, banks, hotels, &c. The town soon grew to the proportions of a city, and imposing brick and stone buildings arose upon all hands to accommodate the increased business, among which the Occidental Hotel, an edifice that would do credit to rebuilt Chicago. The limitless rich-soiled valley surrounding this point must ultimately become so thoroughly and compactly settled that a foreign cattle commerce will no longer be practicable. The settlement already extends fully twenty miles beyond the river, and only by an amicable arrangement made with the settlers before the cattle arrive in the spring, can they be brought through the settlements to the shipping yards, of which the company has most excellent ones.



Every needed accommodation exists in the way of able banking institutions, hotels and large business houses, to accommodate an immense cattle trade, and the railroad is thoroughly equipped with superior rolling stock, motive power, and all needful facilities to transport more than one hundred thousand head of cattle annually. Stock from New Mexico or Southern Colorado are provided with a shipping depot at Granada, the present terminus of the railroad line. Great



GREAT BEND CITY—CATTLE DEPOT ON THE A. T. & ST. FE R. R.

Bend, on the main line, is located near the river and immediately surrounded by a rich valley which, upon either side, is bounded by millions of acres of upland, covered with buffalo grass and watered by small living streams of water. This point is destined, at no distant day, to be recognized as the chief shipping depot for Texan cattle on the line of the A., T. & S. Fe R. R. By its location it is accessible from the best stock ranges in Kansas, and has had in the past no inconsiderable stock business from Colorado. herds stopping in the vicinity of Great Bend have the advantage of the market and competition of the K. P. Railway, which is distant only about forty miles. This fact alone will secure it a good business. The adjacent country is such that it will remain unsettled for years to come, unless taken for stock ranches for which the country presents magnificent opportunities and advantages.

Parties seeking to purchase Texan cattle for market, feeding, or ranching purposes, find Great Bend a point so located that from it all the southern and western cattle stopping near Wichita, or near the A., T. & S. Fe R. R., as well as all those stopping on the line of the K. P. Railway, can be seen without great difficulty or extremely long rides in the hot sun. This gives purchasers an opportunity to make selections of stock and find good bargains, not equalled by any other cattle point in the State of Kansas. The shipping facilities are all that the most fastidious, or the largest operators could desire, and the citizens are unanimous in the determination to promote and facilitate a large cattle trade.

The A., T. & S. Fe Railroad presents many advantages to the southern stockman. Among which is its limitless grazing facilities, abounding in every variety of lands and grasses, with abundant living water in low, easy banked, shallow, swift streams, having sandy or gravel beds; the choice of two good competing shipping depots, and frontier marts; besides offering the shipper choice of two routes; one by way of Atchison thence by various lines to Chicago and the east—or up into the corn regions of northern Missouri, Iowa and eastern Nebraska; or to go by way of Kansas City and enjoy its numerous advantages. The practical management of this line has been from the beginning of that enlightened liberal character that could not fail to secure and retain many patrons among live stock men.

But a sketch of the A., T. & S. Fe road would be incomplete that did not point out the great advantages offered by the vast country through which the road passes, for growing, wintering, and fatting live stock. The eastern third of the line passes through a corn-growing and stock-feeding section of great merit. The middle third is well adapted, if not specially designed, for joint stock growing and agriculture, the western third is among the best exclusive stock and wool-growing sections in the State of Kansas.

If the driving of cattle from Texas to Kansas must needs continue in the future, the drovers would act wisely to possess themselves of choice stock ranch locations, and hold their stock, if need be, over winter until it was fat, instead of putting it upon market whilst unfit by reason of its poverty.

Too much cannot be said against the suicidal policy of shipping or marketing poor, thin stock. It is sure financial ruin and bankruptcy to those who persistently practice it. It is a common practice of southern drovers, and as unwise if notactually foolish as it is common, to ship their unfatted, immature stock direct to market, where they inevitably realize low, mean prices, besides the stock weighs next to nothing, and of course brings little comparatively, above shipping and selling expenses. Millions of dollars are annually lost, or rather the means out of which to make millions of dollars, are annually sacrificed, lost, thrown away, by marketing thin-fleshed stock. It is like one burning his own resources. It is on a par with the wisdom which dictated the cutting open of the goose that laid the golden egg. It is a foolish sacrifice of great resources. It is like giving away ones opportunity to add fifty per cent. to ones assets, or the opportu-

HERD UPON THE GRAZING GROUNDS NEAR GREAT BEND, KANSAS.

nity to double the value of ones property within a year. There can be no tenable justification of such conduct on the part of live stock owners. With millions of acres of grass and unlimited amounts of feed being annually burned up, or allowed to rot unused, or sold for a trifle above cost of production, nothing but a lamentable lack of business sense and thrift would ever allow or permit so many unfatted cattle and hogs to go to market, there to be sacrificed for nominal, unpaying prices, realizing scarce one-half the net sum that a little fat or tallow would make attainable. A reform in this respect is in order, if not imperatively demanded, by the best interest of western live stock men.

Of the cattle coming from Texas two-thirds are marketed when almost totally unfit for consumption, thus entailing, comparatively, immense losses upon the parties selling them. Rather than continue this foolish, wasteful and ruinous practice, drovers had infinitely better buy stock ranch locations in western Kansas and Colorado, and there keep their stock until it is fat. When they comprehend their own best interests they will see the force and truth of these observations.

CHAPTER XX.*

THE MISSOURI, KANSAS AND TEXAS RAILWAY—ITS CONSTRUCTION, LOCATION AND TERMINI—THE CHARACTER AND ADAPTABILITY OF THE DISTRICTS THROUGH WHICH IT PASSES—SHIPPING FAT CATTLE FROM TEXAS VS. DRIVING THEM.

The Missouri, Kansas & Texas Railway, from its geographical location, and its termini, is destined to become the chief Texas live stock route. This great road with its present terminus in northern central Texas, is well located to command and accommodate the exportation of live stock from that broad State. The construction of the line commenced at Junction City, Kansas, in 1868.

The company is composed of an association of some of of the best and most active business men and capitalists of New York, men thoroughly acquainted with the business wants of the country, and possessed of the requisite knowledge of the demands of trade, to develop and successfully construct a line of railroad to meet all the various interests of cheap and rapid transportation from Texas to the sea board, and the northern lakes.

In a few months the line was extended down the Neosho valley to the southern line of the State of Kansas and a branch, destined to be the main line, was completed to Sedalia, Missouri, there securing complete rail connections for St. Louis.

In a contest arising before the Interior Department, with another new Line, the right of way across the Indian Nation was awarded to the M., K. & T. Railway. This valuable franchise secured, the work of extending the line southward to Red river and Texas was pushed energetically forward, until about the first of January, 1873, it was completed to the flourishing city of Denison, about five miles south of Red river in Texas.

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*In explanation of the absence of Illustrations in this Chapter, it should be stated that the Managers of the M. K. & T. R'y declined propositions to illustrate their line, preferring to revise and amend the MSS.

Before the southern extension was completed, a line from Sedalia in a northeastern course to Hannibal, crossing the Missouri river near Boonville, was projected and vigorous work began. In less than six months from the completion of the line to Denison, trains were run through to Hannibal. This completed line from Hannibal on the Mississippi river, where direct Chicago, and Toledo connections are secured, to Denison, Texas, is one, remarkable alike for its great length; for the brief space of time transpiring in its construction; for the substantial manner in which the road is built; and for the excellence of the material used in its construction.

The climate is mild and healthy, and the country through which the road passess, produces cotton, wheat, oats, corn, and all kinds of wild and tame grasses abundantly. In all these respects it stands unrivalled by western railway lines.

But in another respect, one in which it is the province and scope of this work to deal, it is none the less remarkable, and worthy of special note; that of it being a trunk line over which the live stock freights of the great southwest, including not only a large portion of the State of Kansas, and Missouri, but the Indian Territory and the State of Texas also, must find its way to profitable market.

As a live stock line it has a length of nearly eight hundred miles, and not only runs through a great variety of fine stock country, but passes through and into the home of nearly every grade and breed of live stock. Beginning upon the margin of the ever green, growing regions of Texas, where exist uncounted thousands of cattle, lineal descendants of Cortes' importations into Mexico, which know not what it is to be fed by the hand of man—thence it passes in a northeasterly course through the Indian Territory. In the

Nation are found thousands of cattle whose progenitors were the old-fashioned American cattle such as existed throughout the Union before the advent of the heavy quartered Durham, whose rounded progeny are found in great numbers upon every farm in central and eastern Missouri. No other line of railway in the Union reaches so completely the natural homes of all classes and grades of live stock; as well as the countries best suited to the various modes of growing and fitting the same for market. Upon the great area situated at its southern terminus, is found a country and clime where stock raising and fatting upon the rich native grasses, is not only extensively but profitably done upon a large scale, and from whence an immense annual supply of beef can and will, for years to come be produced and put upon northern and eastern markets. In central Missouri a blue grass and corn-growing region is traversed, in which stock feeding and fatting, rather than stock-growing, is extensively and very profitably conducted upon a large scale.

For the accommodation of this trade, this great and growing commerce in live stock, the Missouri, Kansas and Texas Railway have made ample arrangements both in the way of suitable rolling stock and motive power, and have provided suitable, complete loading and feed yards at such points along the line as will best serve the interest and convenience of stock shippers.

At Denison, Texas, a substantial, commodious shipping yard is located, which is capable of affording accommodation for two thousand head of cattle, besides serving the additional purpose of a resting and feed yard for such consignments of live stock as may be received from the Houston and Texas Central Railroad. It is the intention of the company to enlarge their facilities for doing live stock business at Denison by securing for grazing purposes a large tract of prairie country west of Denison and convenient to the shipping yards. This prairie land is covered with grass the year round, and has fine, clear water running in numerous branches and creeks, thus making it a very superior herding ground. But if the stock man desires a larger territory upon which to hold his herd, he is accommodated in the Chickasaw Nation, wherein a large tract of prairie land has been leased by the Railway Company expressly for the accommodation of cattle men. In the midst of this large tract, at Colvert Station, snug, substantial shipping yards have been established.

At Denison are located several first class banks, one of which, the First National, has a capital of $100,000, and the corporation is composed of some of the best business men of Texas and Missouri. The eastern connections of this bank are such that accommodations at reasonable rates are given to stock shippers in any amounts they may require in their business. Other banks are also prepared to assist the stock trade, so the shipper may be certain of being accommodated without delay on his arrival at Denison. The hotels at Denison are numerous, large and commodious, and prices to stock shippers and dealers are made very reasonable.

At many stations through the Indian Nation are located good shipping yards of capacity equal to the business offered. All the shipping yards are owned by the Railway Company and are free to the shippers.

At Chetopa, on the Kansas State Line, a good feed and resting yard is located, wherein are found ample convenience for both feeding and resting stock. This point is about two hundred and fifty miles from Denison, which distance is a good run from the latter point. Chetopa is a point to which many cattle, before the completion of the railway to Texas, were driven across the Indian Territory, and there shipped to northern markets. Indeed it yet enjoys a respectable amount of live stock business, and perhaps will continue to do so as long as cattle are driven, instead of shipped from Texas.

At Sedalia, Missouri, another good feed and resting yard is located, at which such consignments as are destined for St. Louis are fed, rested, and re-shipped upon another line, while such shipments as are intended for central Illinois, Chicago, or eastern markets, either with or without having been rested and fed, go direct to Hannibal, where again ample facilities for resting, feeding, and reshipment are provided.

At Hannibal the shipper has choice of good competing routes to Chicago or Buffalo; in addition to being in the midst of a large cattle-feeding and grazing district, which annually requires many thousands of imported cattle to consume the grass and corn crops of those regions. Certainly a very complete cattle market could be established at Hannibal, one that would be alike beneficial to the southern cattle producer as well as to the northwestern feeder and grazer; a market in which the Texan, the Indian, the old-fashioned native, the graded and full blood Durham could be had in ample supply

Such consignments as are destined for Kansas City leave the M., K. & T. at Fort Scott, and reach that market via the Missouri River, Fort Scott and Gulf Railroad. Thus it will be seen that no route from Texas or the Indian Nation offers such advantages as does the M., K. & T. Ry., reaching as it does from the Red to the Mississippi river. Coming north the shipper can turn to the left and reach the Kansas City packing market—or turning to the right go upon the St. Louis market—or going straight forward can reach the central Illinois feed and grazing markets, or go direct to Chicago the greatest live stock market in the world. Over this route reasonable rates of freight and charges only are exacted, rates as low per car per mile as are afforded by any other route in the west, and that, too, without expensive, tedious and risky drives which always deterioates the stock in value even more than it saves in prices of freights, not to mention the expense, risk and labor of such long drives. But there is another inducement, well worthy of note to Texan live stock men, located at Denison. The Atlantic and Texas Refrigerating Car Company, which has constructed one hundred new cars arranged and adapted to shipping fresh beef, has been located and established at Denison for slaughtering cattle at the rate of five hundred daily. This company is prepared, and was organized for the purpose of making a market at Denison for all good fat cattle that may be brought there. It will pay in cash, good prices for cattle suitable for the eastern markets. They have capacity for shipping three trains each week, and the success they are meeting with will doubtless induce them to largely increase the business.

To Texan live stock men that ought to be and doubtless is an enterprise which should meet their approbation as well as hearty co-operation and patronage. Such a thing as a home demand and a home market, steady and reliable, is a desideratum they have never had, but have long desired and needed. The establishment is complete in all its arrangements for slaughtering the bullock, and cooling the carcass, at a rapid wholesale rate. When the meat is cooled it is hung up by the quarter in a car specially arranged for its protection and transportation. Each car will hold double the number of carcasses of cattle that an ordinary stock car will hold of living cattle, besides the meat goes to market without bruising or delay, and in only about one-third the time and at one-half the expense required to market beef by the old methods. It has been successfully demonstrated that beef can be laid down in New York at reasonable prices and in fine, clean order by this mode of shipment. The great saving of freight is divided between the producers and consumers. If Texan live stock men have their own best interests at heart, or have sufficient public spirit they will hardly let that enterprise which promises them so much timely relief and profit go unaided and unsupported by their patronage.

In addition to the advantages enumerated for the rapid shipment of live stock to good eastern markets, the M. K. & T. R. W. are now having constructed a large number of cars that are known as the "Palace Stock Cars." They are cars made longer than the usual stock cars now in use; and are so built that each animal is provided with a stall in which it can lay down to rest. The stalls are provided with feed boxes and hay racks, also tanks for the purpose of watering the animals. In those cars fine beef cattle and blooded stock can be transported over long distances and be taken from the cars as unfatigued as if they had not made a journey. Trains of this kind will run regularly, and the advantages to shippers cannot be over estimated.

But the question whether it would be more profitable and advisable for southern cattle men to continue to drive their cattle to western Kansas and the territories as has been their habit for the last seven or eight years, or leave them upon their native pastures until fat, and then send them by rail direct to market, is becoming of more urgent importance daily, and is beginning to exercise the minds of southern drivers to a great extent. In view of the facts that the years of 1871, 1872 and 1873, have, taken in aggregate, entailed immense losses upon the southern drover, whose herds have been taken to western Kansas; and again, that the western territories have become so largely and completely supplied with cattle that instead of being buyers of large numbers as heretofore upon the western Kansas market, they now are and hereafter will be large sellers; and inasmuch as they are able to send very fat cattle to market, their competition is not only great but disastrous to the driver of fresh Texan cattle—in view of all these facts is it not full time that a change in the mode and manner of marketing Texan cattle be effected? Besides the territorial demand in former years, constituted one of the principal inducements to drive to western Kansas. Now since this inducement no longer exists, but rather the reverse is true, it becomes a serious question, one which may be narrowed down to that of the profitableness of marketing fat and lean cattle. The observing, sensible drover, or the one who has experimented in shipping live stock, needs no words or figures to convince him that fat stock only can profitably be put upon the northern markets. Few business propositions are so little understood and comprehended by Texan cattle men as the fact that whilst a bullock which is fat may be worth many dollars, at the same time and upon the same market a bullock which is lean is almost worthless; if salable at all it is only at mean low prices, and when driven upon the scales it weighs very light, almost nothing, hence brings little or nothing above expenses of marketing; whilst the fat bullock, although no better animal, only fatter, weighs heavy, sells at high figures and pays out a handsome price and profit above cost and expense. No man living ever made a dollar by shipping poor thin cattle to market—many have lost thousands of dollars. Now in view of these indisputable well known facts, and in view of the fact that upon an average not one bullock in ten when driven to western Kansas, unless wintered there, becomes fat enough even for packing purposes, and not one in a thousand becomes in such condition of flesh as to be put on the eastern markets the same season in which they are driven from Texas and must for the very reason named be sold at low prices. In view of these facts, in connection with the falling off of the demand for other than fat cattle, is it not time the Texan should cease to exhaust his herds of stock and breeding cattle, and reconstruct his habits of driving and let his cattle remain upon their native plains until fat, then send them direct to market. Take an example: A thin-fleshed four-year old steer does well to weigh nine hundred pounds gross, and at two cents per pound (a price about the average realized during the last three years) would bring eighteen dollars per head, out of which driving and other expenses must be paid, leaving but little net for the bullock; whilst a bullock of the same quality and age only actually fat, weighs about twelve hundred pounds, and is easier to sell at three cents per pound gross weight, or upwards, than the thin one was at two cents; and will amount to thirty-six dollars per head, or twice as much as the thin one, and the expense of marketing is nothing more but the margin for profit is large. There is a lesson that live stock men need to learn thoroughly and perfectly—that it pays to market fat live stock and only fat live stock—poor, thin ones never. If it be true that by driving their herds to Kansas, they prevent them from becoming marketably fat, do they not do themselves a financial injury by so driving, especially since they have now a means of marketing their live stock direct and quick from Texas to any desired northern market, upon which they need not go until their stock is fat and fit for the mart, and not then unless the market will justify. When the rate of freight exacted from western points to St. Louis or Chicago is compared with that asked from Texas over the M., K. & T. Road to the same markets, it will be found that the difference in favor of the western routes is scarce above one dollar per head, a sum that will hardly pay above one-third the actual costs of driving, not to mention the depreciation of the stock in flesh and consequent value, or rather the loss of the time and opportunity to appreciate its value by fatting the animals instead of driving them. In years gone by before any railroad was built to Texas, when there was a great demand for cattle in the territories, and upon the Pacific slope, and native cattle were scarce in the north; there was a necessity for, and a profit in driving, to western Kansas, but since the conditions are changed, and the demands from those sources has fallen off so that fat cattle only can be profitably marketed, it would seem to reasoning and reflecting minds that the day for driving cattle is past, and the time fully come when ranchmen in all sections should retain their stock at home until fat, and then ship direct to market. The advantages of such a course are numerous and manifest; there need be no heavy loans of money, or loss of time in holding and fattening the stock; there would be no simultaneous running of many thousands upon the market at once, or within the space of a month's time; there would be no necessity to sell at the first approach of frosty weather, whether the cattle were fat or not, or the market good or bad. If the market should be unusually low as has been the case in ſormer years, then the supply could be withheld ſor another year and better prices; again the drover could enjoy the substantial comſorts oſ home with its thousand endearments instead oſ hardships, exposure and risks oſ a long drive, and the tedious expensive holding in a country abounding in prohibitory legislation, dead lines, and herd laws

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We are prepared to handle Live Stock of any kind to advantage, being represented in

CHICAGO, PITTSBURG & BUFFALO

by Commission Houses of the highest standing for integrity and business capacity. Those who may entrust their business to our care. may rely upon our ability and determination to take care of the interests of our patrons.

REFERENCES:

THE MASTIN BANK, Kansas City, Mo., FIRST NATIONAL BANK, Kansas City. Mo., D. O. SMART & Co., Bankers, Kansas City, Mo., NOAH, EBY & Co, Bankers, Coffeyville, Kas., FLINT & CHAMBERLIN, Bankers, Waco, Texas, I. W. PHELPS, Merchant, Ellsworth, Kas., P. J. WILLIS & BRO., Galveston. Texas, G. VAN WINKLE & Co., Bankers, Sherman, Texas, FROST BROS., Com. Merchants, San Antonio, Texas, LOYD, MARKLEE & Co., Bankers, Fort Worth, Texas.

Season of 1874.

THE FIRST NATIONAL BANK

OF WICHITA

SOLICITS YOUR WICHITA BUSINESS.

DIRECTORS:

J. C. FRAKER.

J. W. ELDRIDGE.

J. R. MENEL.

W. A. THOMAS.

W. J. HOBSON.

OFFICERS:

J. C. FRAKER,
Pres't

J. R. MENEL,
Vice Pres't.

J. P. CAMPBELL,
Ass't Cash'r.

WE DO A

General Banking Business

As heretofore, and will continue to offer

SPECIAL and LIBERAL ADVANTAGES to the STOCK TRADE.

We greet all old friends of the past season, and ask them to come and see us and bring their neighbors, promising faithfulness to the interests of all customers.

Respectfully,

J. C. FRAKER, Prest.

A. M. CLARK, PRES'T.,
of Clark & Co., Leavenworth.

SOL. H. KOHN, VICE PRES'T., **A. A. HYDE, CASHIER.**

WICHITA

SAVINGS BANK.

CAPITAL, $100,000.

GENERAL

BANKING AND COLLECTING,

WICHITA, SEDGWICK COUNTY, KANSAS.

STATEMENT AT HEIGHT OF PANIC, NOVEMBER 1, 1873.

RESOURCES,

Cash	$70,817 09
Exchange,	19,427 09
Bonds, &c.	5,434 67
Loans and Discounts,	70,977 90
House and Fixtures,	8,275 23
Expenses and Taxes,	4,448 78
	$170,381 99

LIABILITIES.

Capital and Surplus,	$ 64,610 31
Deposits,	114,771 68
	$170,381 99

Kansas Pacific Railway,

The old Established and Popular

Texas Stock Route.

GRAZING GOOD, WATER PLENTIFUL, SHIPPING FACILITIES PERFECT, YARDS FREE, RATES LOW.

TWO FAST
STOCK EXPRESS TRAINS DAILY

FROM

Ellis, Russell, Ellsworth, Brookville, Salina, Solomon and Abilene

TO

Kansas City and Leavenworth,

Connecting with the following Roads:

ST. LOUIS, KANSAS CITY & NORTHERN; MISSOURI PACIFIC; CHICAGO, ALTON & ST. LOUIS; CHICAGO & ROCK ISLAND; TOLEDO, WABASH & WESTERN; HANNIBAL & ST. JOSEPH,

AND

KANSAS CITY ST. JOE & COUNCIL BLUFFS.

The only route by which Shippers have the choice of the following Markets:

DENVER, COLORADO. RUSSELL, ELLSWORTH, LEAVENWORTH KANSAS CITY, QUINCY, ST. LOUIS AND CHICAGO.

Drive to the KANSAS PACIFIC RAILWAY, and avoid hauls over new roads of 300 and 400 miles without transfer or rest.

THE KANSAS PACIFIC RAILWAY

Offers from Denver and in connection with its newly completed branch—ARKANSAS VALLEY RAILWAY—from LAS ANIMAS special inducements in the way of low rates and quick time to shippers of

Colorado and New Mexico Stock.

Call upon S. R. AINSLIE, Las Animas, or G. LYMAN, Denver, for rates.

EDMUND S. BOWEN,
Gen'l Supt.

T. F. OAKES,
Gen'l Fr't Agent.

THE

LEAVENWORTH, LAWRENCE & GALVESTON

RAILROAD LINE.

THE BEST, SHORTEST and CHEAPEST CATTLE ROUTE.

This Road is rapidly becoming the favorite Cattle Route for Texas Stock, on account of its superior advantages over all other Lines.

IT IS THE SHORTEST ROUTE

FROM THE

DEAD LINE TO KANSAS CITY,

where more Texas Cattle are sold than at any other market in the country. The SHORTEST haul together with the excellent condition of the track, enables this road to run Cattle into Kansas City in a shorter time and in much better condition than any other route.

The new Trail to Coffeyville,

Affords excellent grazing and watering facilities. There is also a fine range immediately south of Coffeyville, where large herds can be kept until ready for shipment.

Every convenience is prepared by the Railroad Company to load Cattle rapidly, at Coffeyville Stock Yards, which are amply adequate for large shipments.

THREE

RELIABLE BANKING HOUSES

At Coffeyville, are prepared to furnish all necessary Banking facilities to the DROVER AND STOCK DEALER.

The L., L. & G. R. R. Company

Promise to ship Stock at as low rates as any any other line, and GUARANTEE that the rate from Coffeyville to Kansas City

Shall not exceed Twenty-Five Dollars Per Car During the Season.

SHIPPERS BY THIS ROUTE HAVE THE CHOICE OF THE THREE GREAT CATTLE ROUTES IN THE WEST,

Kansas City, Saint Louis and Chicago.

Through Bills of Lading will be given to either Place.

B. S. HENNING,
Gen'l Supt.

CHAS. B. PECK,
Gen'l Fr't Ag't

Atchison, Topeka & Santa Fe
RAILRORD
FROM
ATCHISON, KAS. TO GRANADA, COL.
SHORT LINE Between MISSOURI RIVER
AND
Colorado, New Mexico and Arizona.

THE ROAD BEING NEW—WITH GOOD LINE—EASY GRADES, AND EQUIPPED WITH FIRST CLASS ROLLING STOCK AND POWER, OFFERS SUPERIOR ADVANTAGES TO SHIPPERS AND TRAVELERS.

The Live Stock Business
IS MADE A SPECIALTY. ROOMY AND SUBSTANTIAL YARDS ARE LOCATED AT CONVENIENT DISTANCES, AND EXPERIENCED STOCKMEN ON HAND TO LOAD STOCK.

AT GRANADA, GREAT BEND, NEWTON AND WICHITA

GOOD STOCK SCALES ARE PROVIDED.

Large Resting and Feeding Yards
AT
HUTCHINSON,
WITH GOOD ARRANGEMENTS FOR FEEDING, AND CLEAR WATER RUNNING THROUGH THEM, ARE PROVIDED FOR

COLORADO CATTLE.

Large Sale Yards at Atchison.

THE RATES TO

Atchison, Leavenworth and Kansas City

ALWAYS THE SAME.

And are guaranteed to be as low as by any other Line from corresponding points. ☞Stock in Train Loads will be run extra, and will receive special attention.

For Particulars, Address

G. H. NETTLETON, Supt.,
Topeka, Kas.

M. L. SARGENT, Gen. Frt. Agt.,
Topeka, Kas.

STOCKWELL & HAMILTON, Stock Agts., Atchison, Kas.

THE
PIONEER OLD RELIABLE
Live Stock Route,
Hannibal & St. Joseph
AND
CHICAGO, BURLINGTON & QUINCY RAILROADS
ACKNOWLEDGED TO BE THE
Cheapest, Shortest and most Reliable
LIVE STOCK ROUTE
BETWEEN
KANSAS CITY AND CHICAGO.

It is a well known fact that Stock delivered at
UNION STOCK YARDS, CHICAGO, BY THESE ROADS, SELL AT
HIGHER PRICES THAN STOCK DELIVERED THERE
BY ANY OTHER LINES LEADING FROM
KANSAS CITY.

The reason for this is obvious, when it is considered that Stock by this Route is **thirty-eight hours only in transit between Kansas City and Chicago, arriving at Union Stock Yards in time for the morning market, which is conceded to be the Best.**

**CHICAGO COMMISSION FIRMS INVARIABLY ADVISE
THEIR CUSTOMERS TO**
CONSIGN THEIR CHICAGO SHIPMENTS Via
The Hannibal & Saint Joseph,
AND
Chicago, Burlington & Quincy Railroads.

Stock carelessly handled while in transit, or in loading and unloading, is liable to be injured and bruised, which shows plainly when dressed, and butchers must sell it at reduced prices. The facilities

The Hannibal & St. Joseph and Chicago, Burlington & Quincy
RAILROADS

Have and the care that is taken to avoid injuring or bruising Stock, **IS KNOWN TO CHICAGO BUTCHERS,** hence they **PREFER PURCHASING STOCK BROUGHT TO**
MARKET BY THESE LINES.

For a number of years
The Hannibal and Saint Joseph
AND
TOLEDO, WABASH & WESTERN RAILROADS
HAVE BEEN THE
MOST POPULAR LINES FOR STOCK
CONSIGNED TO
BUFFALO, ALBANY, NEW YORK, PHILADELPHIA
And all other Eastern Markets.

Formerly Stock from those markets has been shipped via QUINCY, **but within the past year**
Large and Commodious Stock Yards
HAVE BEEN BUILT
AT HANNIBAL,
MAKING ANOTHER AND EQUALLY AS DESIRABLE A ROUTE TO THOSE POINTS.

STOCK FOR
ALEXANDER, BATES, BERLIN, JACKSONVILLE, PEORIA,
DECATUR, TOLONA,
AND IN FACT TO ALL LOCAL POINTS ON
Toledo, Wabash & Western Road,
Through without delay, making it unnecessary to unload the Stock before reaching its destination, which is a great advantage to
Stock Shippers.

Stock Dealers will bear in mind that the cost of feeding and resting Stock at the
UNION STOCK YARDS
AT
QUINCY AND HANNIBAL
Is much less than that by any other lines leading East from Kansas City.

L. W. TOWNE, Gen'l Supt. Hannibal, Mo.
L. V. MORSE, Ass't Supt. Kansas City, Mo.
J. F. GODDARD, Gen'l Freight Ag't, Hannibal, Mo.

NOAH EBY. W. R. EBY.

NOAH EBY & CO.,

BANKERS

COFFEYVILLE, KAS.

Terminus of Leavenworth, Lawrence & Galveston Railroad,

DEALERS IN

Gold, Foreign and Domestic Dxchange, Government, State, Township and School Bonds.

SPECIAL ATTENTION GIVEN TO THE TEXAS TRADE.

Liberal advances made on Live Stock.

☞ Daily Price Currents of the Cattle Market, received by Telegraph from Kansas City and the East. ☜

J. BARRICKLOW & CO.,

COFFEYVILLE, - - KANSAS,

Dealers in

GROCERIES, DRY GOODS AND CLOTHING,

SPECIAL ATTENTION GIVEN

TO THE TEXAS TRADE.

Texas outfits furnished at the shortest notice and at prices which defy Competition.

D. DAVIS,

COFFEYVILLE, - - - - - KANSAS,

MANUFACTURER AND WHOLESALE AND RETAIL DEALER IN

ALL KINDS OF SADDLES,

HARNESS,

AND EVERYTHING PERTAINING TO THE TRADE.

ELDRIDGE HOUSE,

COFFEYVILLE, KAS.

Headquarters for Texan Cattle Men.

This house has been erected and equipped at a cost of Thirty Thousand Dollars, and especially for the

CATTLE TRADE.

It is the largest and best furnished house in Southern Kansas, having a capacity for sleeping THREE HUNDRED GUESTS.

ALL CATTLE BUYERS make this THEIR HEADQUARTERS

☞ Offices furnished to Cattle Men free of charge. ☜

Terms to Stockmen, - - - - - $2 00 per Day.

CHAS. H. SKINNER, - - Proprietor.

DENVER

Jersey Stock Farm

The largest and most complete establishment for the breeding of

Pure Jersey and Alderney Cattle

IN THE WEST.

Only one kind of Cattle kept, thus insuring purity of breed. Great pains have been taken in the selection of all the animals for MILKING STRAINS, COLORS, &c. Several Imported Cattle, all are in either the Herd Register or Herd Book.

Cows and Heifers of all Ages, and Young Bulls

FOR SALE AT EASTERN PRICES.

ADDRESS, FOR FURTHER PARTICULARS,

WINFIELD SCOTT,
Denver, Colorado Ter.

Louisiana Route.

Chicago & Kansas City Short Line,

—VIA—

Chicago & Alton Rail Road.

AND

St. Louis, Kansas City & Northern Rail Road.

Passing through Mexico, Mo., Louisiana, Mo., Jacksonville, Bloomington and Normal. At the latter point, 124 miles from Chicago, are new and

EXTENSIVE STOCK YARDS, COVERING TWENTY ACRES,

Thoroughly drained, and clear spring water carried in pipes to every pen
Also Yards of equal extent, at Louisiana, 273 miles from Chicago, and 217 miles from Kansas City, making easy
runs for stock, bringing it to market in as
good condition as when loaded
at point of shipment.

LUXURIANT DROVERS' SLEEPING CARS,

Fitted up with all the comforts and conveniences of a Pullman Palace Car, attached to Stock Trains on this
favorite route. Sleeping Berths Free to Drovers in charge of Stock.

Quick Time. Rates of Freight always as low as by any other Route.

By the completion of the GREAT IRON BRIDGE, crossing the Mississippi River at Louisiana,
there is no driving or ferrying. Cheap Feed and abundance of Clear Water. By this route, shippers from
Missouri, Kansas and the South West are enabled to avail themselves of the Chicago Market, in transit to
the East, without additional cost.

In pursuance of well developed plan and purpose to make this a Live Stock Road par excellence, the
managing officers some twelve months since introduced the now well-known

DROVERS' PALACE CAR.

So universally has it been appreciated, for the comfort and security it furnishes, that its use is now
rapidly extending throughout the north-west. It is novel in design, and contains every improvement that
could b thought of, for the furthering of the comfort and convenience of drovers traveling with stock.

Thes cars are to be attached to the stock trains of this road, and fitted up with all the conveniences
and luxuries of a Pullman Palace Car. The sleeping apartment, one-half of the car, is for the exclusive
use of drovers and men in charge of stock, and is supplied with eight double berths, and couches with spring
beds. The other half of the car is for the use of train men and is furnished with side seats, and a cupalo or
look-out, enabling train men or drovers to pass out readily, and giving them easy access to any part of the
train. The utility and convenience of this arrangement must be apparent to every one at a glance, and the
present magnitude and rapidily augmenting importance of the stock interests here in the West, amply war-
rants the enterprise and foresight which prompts this road, always among the first, to adopt any improve-
ment conducive to the safety and comfort of travelers, to add to their already superior facilities something
which shall so materially better the accommodations of a large and important class of their patrons.

The rapid development which during the past few years has marked the Texas Cattle trade here, may
be largely attributed to the instrumentality of the Chicago & Alton road. As a result of its fresh connec-
tions and extensions, Chicago is brought into direct connection with the whole of Southern Kansas, Texas
and Missouri. The Chicago & Alton Company now operate nearly Seven Hundred miles of road, and are
rapidly extending their lines both West and South-west. Thus we find the New Chicago & Kansas City short
line, which has not long since been opened, leaves the main road at Bloomington, passes through Jackson-
ville, and after crossing the Mississippi at Louisiana, makes connection with the St. Louis, K. C. & N. R. R.,
with which it has intimate relations at Mexico, over this line it runs both freight and passenger cars, with-
out change between Chicago and Kansas City.

The Southern branch, moreover, is completed from Mexico to Jefferson City, the capital of the State,
and connection has been made with the Missouri, Kansas & Texas road at Moberly, forming almost an air
line from Chicago to Fort Scott, Southern Kansas and Texas, and shorter than any other.

The Chicago & Alton company have also close connections with every other line at Kansas City and
St. Joseph, to all points west and south-west. In view of these facts it is clear that this very important
western railroad is reaching out for, and must command an important share of the cattle and live stock trade
generally of the north-west. It is, we presume, under an appreciative sense of the position the Chicago &
Alton railroad sustains as a live stock route, that its executive have introduced the Drovers' Palace Car, by
means of which to promote the comfort of this important class of its patrons.

J. C. McMULLIN,
Gen. Supt., Chicago.
W. H. REED,
Gen. West'n Ag't, Kansas City.

JAMES R. SMITH.
Gen. Fr't. Agt, Chicago.
SAM'L SMITH,
General Agent, St. Louis.

THE

St. Louis, Kansas City & Northern

RAILWAY

IS THE SHORTEST ALL RAIL ROUTE TO ST. LOUIS,
THE EAST, SOUTH AND CENTRAL IOWA.

It now crosses the Missouri River at St. Charles, on their magnificent Iron Bridge. This road is eleven miles the Shortest Line, and makes better time than any other between Kansas City and St. Louis, making close connections at St. Louis with all trains

EAST AND SOUTH,

ALSO CONNECTING AT

Ottumwa, Iowa, with the Central System of Railroads in that State

A FAST FREIGHT TRAIN

Runs to and from St. Louis DAILY, making the time from St. Louis to Kansas City in 20 Hours.

PULLMAN'S PALACE CARS ON ALL NIGHT TRAINS. FARE AS LOW AS BY ANY OTHER ROUTE.

Extraordinary Advantages are offered to shippers of

LIVE STOCK,

SURPASSING ALL OTHER LINES. CARS RUN DIRECT TO CHICAGO,

CROSSING THE MISSISSIPPI RIVER AT LOUISIANA, MO.

ON THE

New Iron Bridge,

Making the shortest route between Kansas City and Chicago. Good Yards at Louisiana, Mo., and Bloomington, Ill. These yards are well supplied with the best of Hay and Water. *No Charge for Yardage on Through Stock.* Cattle delivered to connecting roads at East Saint Louis, or Venice, without unloading, as the Shipper may prefer, thus giving the choice of

THE ST. LOUIS MARKETS,

OR TO SHIP TO

Chicago and all Points East or South.

NO DRIVING IN THE STREETS. Time as quick and the Rates as Low for all kinds of Freight to and from St. Louis, Chicago and the East as by any other route.

W. C. VAN HORNE,
H. H. COURTRIGHT,
Gen'l Sup't, St. Louis.
Gen'l Fr't Ag't, St. Louis.
P. B. GROAT,
S. P. BROWN,
Gen'l Pass. Ag't, St. Louis.
Agent, Kansas City, Mo.
WALTER ECKEL, Stock Agent Kansas Stock Yards, State Line.

THE

Missouri, Kansas and Texas

RAILWAY

IS THE BEST AND CHEAPEST STOCK ROUTE TO ALL EASTERN MARKETS FROM TEXAS, THE INDIAN TERRITORY, KANSAS AND MISSOURI.

THIS ROUTE OFFERS SUPERIOR ADVANTAGES IN

LOW RATES, QUICK TIME

AND

CAREFUL HANDLING.

ON ARRIVAL AT SEDALIA

Shippers have the privilege of changing destination of their Stock from St. Louis to Hannibal or Chicago, or the reverse, thus taking advantage of the best markets.

GOOD AND CONVENIENT YARDS

WILL BE FOUND AT

ALL POINTS WHERE NEEDED.

ALL CLAIMS FOR LOSS, DAMAGE OR OVERCHARGE PROMPTLY SETTLED.

☞Full information regarding Rates, Routes and Trains will be cheerfully furnished on application to either of the Stock or Station Agents of this Company, or to either of the undersigned at Sedalia, Mo.

F. W. BOWEN, Gen'l Supt.　　**W. P. ROBINSON**, Gen'l Fr't Agt.

R. S. STEVENS, Gen'l Manager.

COATES HOUSE.

KANSAS CITY, MO.

(Opposite Coates' Opera House.)

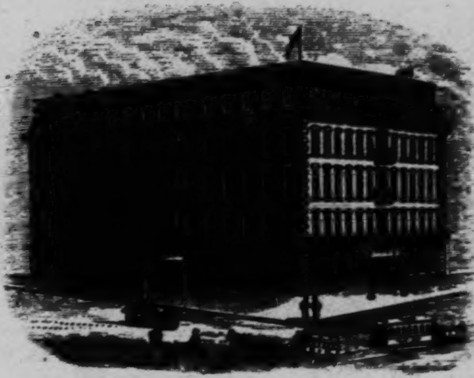
THE Largest, best appointed and elegantly furnished hotel west of Chicago.

The office is commodious and beautifully finished the floors laid with marble tile.

The extensive rotunda promenade, halls and rooms are newly laid with Axminster and body Brussels.

All the walls are richly painted in oil colors.

Bath rooms with hot and cold water in different parts of the house.



The sleeping rooms are large, light and airy, the beds being furnished with curled hair mattresses.

The elegant sample rooms are fitted up for the convenience of commercial travelers.

There is a telegraph office in the house for the accommodation of guests.

A line of street cars run directly from and to all the trains, etc., etc.

Everything is first-class about the house.

H. C. FISH & Co., Prop'rs.

HENRY SWINDLER

IS THE

Drovers' Popular Merchant Tailor.

HE NEVER FAILS TO MAKE THE

MOST COMPLETE AND SATISFACTORY FITS,

THE MOST NOBBY SUITS

And always keeps a large

Stock of Fashionable Cloths.

Shop on Fifth St., bet. Main and Delaware.

35306